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# SOAP

A MONTHLY MAGAZINE

for Manufacturers of Soaps of All Kinds, Disinfectants,

Household Insecticides, Cleaning Preparations, Polishes and Allied Products

Published by MACNAIR-DORLAND COMPANY, INC., 136 Liberty Street, New York

VOLUME TWO

JUNE, 1927

NUMBER TEN



## ODORS for FLY SPRAYS THEATRE SPRAYS DEODORIZING BLOCKS

*The plant behind Givaudan-Delawanna Products*

**G**IVAUDAN-DELAWANNA are headquarters for perfume compounds especially designed for use in insecticide sprays, theatre sprays, deodorants, disinfectants, and similar products.

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# MONSANTO



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## GIFT SOAP BECOMES POPULAR

With the advent of decorated containers, Gift Soap has become a favorite during the holidays.

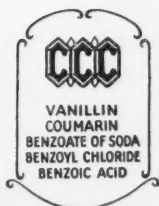
Hampden's new Multi Color fancy papers, all designed and manufactured by experienced craftsmen, have given a distinctive assortment of box coverings to the Specialty Soap Maker.

This is a sample of M. C. 57 made in many different color combinations. -- Write for large working samples or mail the name of your box maker to,

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MANUFACTURERS.

Tear on this line, and mail with  
your letter of request.





## Coumarin Vanillin

### *As One Manufacturer to Another*

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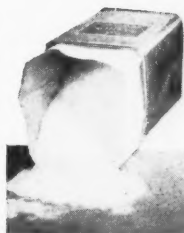
This condition is not dangerous—not even subject to criticism—for manufacturers have learned the wisdom and safety of placing abiding faith in names and trade marks—in symbols, if you please. Just as the bank teller accepts your signature on a check, so does the manufacturer accept a trade mark on a package as sufficient proof that the represented value exists.

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*Commonwealth Products never touch the tin in which they are packed. Every can has an inner container of tough, tear-resistant paper to prevent contamination.*

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*Discriminating soap makers would do well to investigate these three products:*

## VIOLETTE KETONE

Manufactured by the Société Chimique des Usines du Rhône, Paris, and already enjoying a wide popularity abroad. Moderately priced at \$3.50 the pound to make it practicable for the soap makers.

## IONONE RHODIA

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# *Can you supply* **Private Label Soaps**

or

*liquid soaps, disinfectants,  
insecticides, polishes, etc.*



THERE is a real market among the readers of SOAP for all kinds of bulk and private label soaps, liquid soaps, disinfectants, deodorants, cleaning preparations, polishes, fly sprays, insecticides, etc.

MANY companies are not in a position to manufacture each and every product which goes to make up their complete line. Products not manufactured are, quite naturally, bought in the trade. Then, there are other manufacturers looking to expand their

lines without increasing their manufacturing facilities. Are you in a position to handle this kind of business in your specialties?

IF YOU do or can manufacture any of these products in a large way and desire to dispose of a portion of your output to be sold to other manufacturers and distributors, to be marketed under private brand or for repacking, it will pay you to apprise the trade of this fact through the advertising pages of SOAP.



*Write to the Advertising Department of SOAP,  
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## Soap Odeurs and Spray Oils

Use them in perfuming all types of soaps and in theatre and other sprays. They have been especially developed for this purpose. Low in price and of good quality they deserve a definite place among your perfuming agents. In price, they range from \$2.50 a pound to \$12.00. One hundred pounds of soap need only from 12 to 16 ounces of oil. Four ounces will perfume a gallon of theatre spray. Here are a few suggestions from the list.

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Chypre S.	- - - - -	5.00 lb.	Neroli S.	- - - - -	4.50 lb.
Corylopsis S.	2 - - - - -	3.50 lb.	Rose S.	- - - - -	5.00 lb.
Lilac S.	2 - - - - -	3.50 lb.	Violet S.	- - - - -	5.00 lb.

*for perfuming and coloring deodorizing  
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## use ELKO COLORODORS

Elko Colorodors are highly concentrated perfume and color bases. In one simple operation they perfume and color your material. The perfume is of pleasing quality and it lasts—the color is lustrous and uniform. One pint of any of these Colorodors will perfume and color 100 pounds of paradichlorbenzene.

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Carnation (Pink)	Lavender (Lavender)	Orange Blossom (Orange)
Eau de Cologne (Green)	Lilac (Lilac)	Pine (Green)
Fleur de Mai (Yellow)	Lily Valley (Light Green)	Rose (Old Rose)
French Bouquet (Green)	Myls (Red)	Violet (Violet)

### SERIES B.S. 2 SPECIAL—\$2.50 a pint—\$18.00 a gallon

Crabapple (Pink)	Oriental (Green)	Eau de Cologne (Green)
Lavender (Lavender)	Rose (Old Rose)	Narcissus (Yellow)
Lilac (Lilac)	Violet (Violet)	Orange Blossom (Orange)

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Oils. and Perfuming Spe-  
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For Manufacturers of Soaps,  
Disinfectants. Theatre Sprays,  
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## Some Morana Perfuming Specialties for the Soapmaker

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**Benzyl Acetate**—The cheapness and great applicability of this product have made it one of the most widely used soap perfuming materials. Used very largely as a base for Jasmin odors.

**Resin Absolutes**—Benzoin, Labdanum, Myrrh, Oak Moss, Opoponax, Peru, Styrax, Tolu. The exceptional fixative qualities of Resin Absolutes

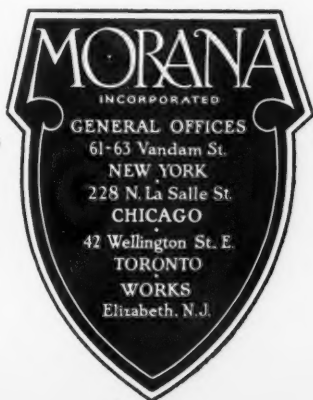
have long been recognized and taken advantage of. While they add but little to the cost of the completed odor, Resin Absolutes add immeasurably to its lasting quality. Resin fixatives made from Resin Absolutes, in the proportion of 1 to 8, need be used but very sparingly.

**Geranoxide**—A soap perfuming oil, low in price, but exceptionally high in odor value, penetrating and tenacious. While it can be used as the exclusive perfuming medium in a soap, it works out particularly well in combination with other oils, as it adds a decided "kick" to the composition. This product is made and sold by us exclusively.

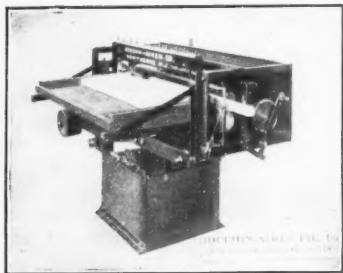
**Benzylidenacetone 100 per cent**—The powerful and persistent Sweet Pea odor of this product makes it of great value in all compositions embodying that note. It is employed extensively in fine toilet soaps in place of Coumarin.

**Geranyl Acetate**—Particularly applicable to odors of the Rose type.

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This new machine, long needed in the soap industry, automatically cuts soap into bars as it comes from the plodder, then into cakes and then pushes the cakes on to a rack or traveling belt to be taken to the press. Its speed is governed by the plodder's output.

The machine is simple in design and is easily adjusted to handle various size bars. It will cut any size cake from 1 ounce to 6 ounces. Houchin-Aiken quality, built into this equipment, means that it will last.

It will pay you to install this new machine, through the saving of the wages of at least one operator and through the increased capacity which it will give your milling plant.

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A Bale of 200 empty Bemis Waterproof Bags occupies no more space than one empty barrel. This saving alone suggests the advantage of using durable, light weight bags in place of bulky containers. But there are other economies, too: Easier handling, faster closing, much lower tare weight for shipments.

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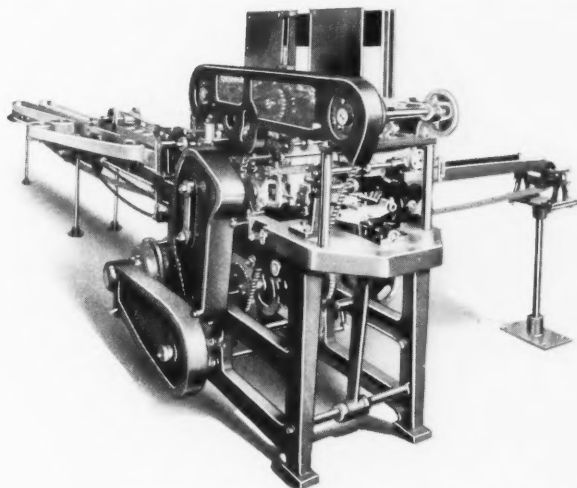
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# The New HIGH-SPEED Soap Wrapping Machine



## Wraps 200 cakes per minute

Here's the latest addition to the great family of wrapping machines produced by the Package Machinery Company—one of the speediest members of the family.

This machine wraps either laundry or toilet soap in an inner and outer wrapper at the rate of 200 cakes per minute. And neat wrapping, too! The wrappers fit snugly and are folded neatly around the soap, the end folds being securely sealed with paste.

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For further information about this or other machines, for wrapping soap or soap products, write to our nearest office.

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# Unco Sapodors

(Reg. U. S. Pat. Off.)



THESE are staple soap perfume bases. The problem of perfuming soaps presents many difficulties, and what may be an excellent base for a perfume, powder or cream, is not suitable in soaps. Devising of the proper perfume element for soaps is a specialty in itself, and was well established in 1853 by the founder of the HOUSE OF UNGERER.

BASED on these years of experience, we have perfected these *Sapodors*. Their odor will not fade away in the soap and they may be modified according to individual tastes. They are strong and lasting, one pound being sufficient for 100 pounds of soap. Save heavy experimental costs by using these satisfactory bases.



## Ungerer & Co.

NEW YORK

*"Our Quality is Always Higher Than Our Price"*

Say you saw it in SOAP!



June  
1927

# SOAP

The Editor's Page

Volume Two  
Number Ten

## *Price and the Jobber*

THE method of selling soaps to retailers by manufacturers' local representatives is much the same in various parts of the country, investigation shows. The salesmen call on the retailers and secure their orders. These orders are placed for filling with local jobbers. Thus far, all is well. Then comes the question of which jobber shall receive the order. Perhaps, a certain retailer has been giving ninety per cent of his business for his general line of groceries or drugs to his pet jobber. Unless his soap business is especially solicited, he undoubtedly gives this to the same jobber as well.

This is the status of relations between retailer and jobber when the soap salesman arrives. He secures the order of the retailer and then asks through which jobber shall the goods be shipped. Some retailers will name their usual source of supply. The majority, experience shows, will ask whose price is lowest. When informed that this or that jobber is quoting so much, and that another may be ten or fifteen cents per case lower, the order will usually go to the latter. Where a salesman or a crew are working a town hard for a few days, before those jobbers whose prices are high, realize this fact, they may have lost several thousand cases of business on certain soaps.

Some manufacturers keep all jobbers within any given territory informed when they intend to put on a campaign or prior to working the territory by their regular salesmen. This is done chiefly, however, so that the jobbers may augment their stocks of the manufacturer's products to take care of added demand. Would it not be better perhaps if the jobbers were always covered first and given the facts in advance? Would it not be better if any jobber whose price were higher than the others might be informed immediately by the local salesman so that the jobber might meet the price and take advantage of the activity among his retailers if he cared to do so?

The loss of business engenders ill feeling among jobbers where the loss is the result of the activity of a manufacturer's representative

and where the jobber may be unwittingly slightly high in price. To make a clean start by keeping the jobbers posted every time a territory is worked, is to prevent all the business going to one house whose price is low. It gives all the jobbing trade an even break, and prevents the development of bad blood.

## *Machinery Will Wear Out*

WHEN you buy an automobile that is built to do a maximum of sixty miles an hour, if necessary, and should be driven normally at thirty-five or under and then you proceed to burn up the roads, something is going to go. At the end of a few months, when you should have a nicely broken in machine, you are likely to have a wreck on your hands. You will naturally be out of pocket for those other months of service that you might have expected had you given your car correct handling.

What is true of automobiles is certainly true of any other piece of machinery, whether it be a machine for manufacturing or equipment to wrap, carton, bottle or label your products. Every packaging machine on the market is built by its maker to give a certain consistent production. He knows the machine and can tell you, before you buy it, what you may expect it to do in handling your particular material. If you take a soap wrapper, for instance, which is constructed to turn out one hundred cakes a minute, and try to get one hundred and fifty cakes every sixty seconds, that machine is going to give plenty of trouble both in imperfect wrapping and rapid depreciation. In the long run, a manufacturer will be considerably ahead by treating his equipment with consideration.

In the soap industry, where low production costs must be the rule, it is easily understandable that maximum speed must be attained. That, in many instances, manufacturers try to get better than the builder's maximum, is evident from the complaints which machinery houses must handle. Faster machinery will no doubt be made in the future, but until it makes appearance, money can be saved, both in depreciation rates and in better wrapping, by

waiting for the faster machinery to be built rather than by abusing equipment now in use.

### Something For Nothing

**T**HOUSANDS of dollars are spent foolishly every day by people who try to buy something for less than it is worth. The ever present desire in every man, woman and child to get something for nothing is the foundation upon which a great many shady business enterprises are built. Bargain hunting, beating the market, quick and big profits—where is the man who cannot look back on an instance in his own experience where these have made him sad, but wiser? It is human to try to buy cheaply. It is human to be fooled by fictitious bargains.

In business, however, the fact that a man buys a material in quantity presupposes a certain degree of expert knowledge regarding that product. A man in the soap business may buy a lot of Ceylon coconut oil on the representation that it is Cochin, and because it is a cent under the market for Cochin, but the price alone should tell him at once that something is wrong. When he buys an essential oil at a price which is considerably below what most suppliers are quoting for the item, he should know that the degree of adulteration is such that he cannot expect much in the way of quality. These are self-evident facts, and yet, the list of bargain victims grows larger daily. In the majority of raw materials, sold in competitive markets, where the suppliers are of equal reputation, price is perhaps the best guide to the quality of the goods. Unless there are particular or unusual circumstances, with which the buyer is completely familiar, too low a price should be a danger signal. But is it? The growing list of bargain victims attests to the contrary.

A dollar's worth of goods for a dollar. To take less is a loss; to try to get more is likewise a sure way to lose. There is a fair average determined by competition among reputable sellers. To buy materially under this average is too frequently to pay for a membership in that great society of bargain hunting victims.

### The New York Fire Law

**M**ANUFACTURERS of disinfectants, household insecticides and related products are aroused over the action of the New York Fire Department in seeking to enforce an ordinance which has been on the books for several years but which, up to this time has

been practically unnoticed by both local officials and manufacturers of the materials affected. The law in question provides that disinfectants and insecticides, among other so-called combustible products, may not be sold in anything larger than four ounce bottles or one gallon cans, the can to be closed with a *screw top*. It further provides that manufacturing permits be refused anyone making and selling these goods in violation of the ruling and that certificates of approval be secured from the department by out-of-town companies who either stock or sell these products in this market.

Practically every insecticide and disinfectant, whether sold in bulk or in small packages violates some of the provisions of the ordinance. The portion defining "combustibles" is so broad that it might apply to almost anything, as it terms a combustible liquid or solid mixture, any substance or compound "that may be caused to ignite." This is, of course, clearly ridiculous, but the fact remains that the law stands and that the fire department is planning to enforce it to the best of its ability. It is simply another case of lawmakers bungling seriously in attempting to handle that about which they know absolutely nothing. Unless some concerted action is taken immediately manufacturers of disinfectants and insecticides are liable to be seriously, although perhaps temporarily, inconvenienced as manufacturing permits are already being held up and action has been taken in at least one case in the matter of selling through retail channels in packages which do not conform with the law's terms.

When the matter first came up, almost a year ago, its possibilities were not clearly understood and it was felt that it was a local problem. That this is distinctly not the case may be learned from a careful reading of the terms and provision of the ordinances. Doubtless, when the matter is thrashed out, common sense will prevail—but, the thrashing remains to be done.

England exported 149,889 cwts. of soap in March, with a total value of £341,259. Of this, bar laundry soap accounted for almost 130,000 cwts. Toilet soap exports reached 5,819 cwts., valued at £56,206. Imports, in the same month, amounted to 26,643 cwts., valued at £62,268. Bar soap accounted for most of this, toilet and shaving soap imports reaching 4,585 cwts., valued at £24,580, and other hard bar soap imports totaling 13,891 cwts., valued at £28,816. Only 741 cwts. of the imported soap was re-exported, this material having had a value of £4,164.

# Soap Sales in the 5 and 10 Chain Stores

## *The Merchandising Problems of the Toilet Goods and Soap Counters of a Nation-wide Chain, As Discussed*

By C. E. STIRLING

**I**N THE United States, there are about 3,000 so-called chain five and ten cent stores, practically all of which sell soaps, miscellaneous toilet goods, bath salts, perfumes, face creams, and the like. The sale of toilet soaps annually amounts to something in the neighborhood of \$6,000,000, or approximately \$2,000 per store. Stock is turned over about six to seven times per year, which gives a constant average selling value to stocked soaps of about \$325 per store.

Except as leaders on special occasions, laundry soaps, chips and soap powders are not generally sold in the five and ten cent stores, sales being confined to toilet soaps. These are divided between well-known nationally advertised brands and special unadvertised soaps. Strange as it may seem, laundry soap products do not sell well in the five and ten cent store, these evidently being bought along with foodstuff supplies by housewives in the grocery store as a matter of habit and convenience.

In the purchase of advertised toilet soaps in chain stores, the public shows a distinct preference for wrapped, milled cakes of light color such as green, white, or cream. Where unadvertised soaps of more or less unknown brand are placed on sale, the green, pink, white, and coco oil milled cakes appear about equal in demand, this depending upon local water conditions. The demand for the five cent cakes of any unadvertised soap is likewise greater than for the ten cent sizes. As between the nationally advertised soaps and those of unbranded character, there is a greater demand for the former in the case of most buyers, although the number of other soaps which sell well is quite large.

In comparing the types of toilet soaps which sell best in the five and ten cent store, the character of the buyer and the wants of the buyer must be taken into consideration. Most purchasers would rather buy a small cake of a standard article, because of its known character, for five or ten cents than a much larger cake of a soap of unknown brand at the same prices. Many persons, however, buy the largest

*A*MONG the various chain stores of the country which provide outlets for soap and toilet goods, the five and ten cent store represents one of the largest outlets. There are 3,000 chain five and ten cent stores in the United States selling toilet soaps. Mr. Stirling directs the purchase of soaps and toilet goods for the original chain, the largest of its kind in the world. Because of a rule of that organization, the name of the company cannot be mentioned here.

—The Editors.

cake which they can secure for the money, irrespective of the color or amount and quality of perfume. There are others who buy because of the strength or appeal of the odor, and still others because the color or name of the soap appeals. All classes of buyers visit the five and ten cent store toilet goods counter, and all types of soaps must be available there to meet those demands.

In comparing the types of toilet soaps which soaps over the counter, the advertised soaps and the unknown soaps again find themselves in two opposite classes. Everybody knows the advertised goods. They know what they look like, how they smell, and what they will do. People buy on the strength of the brand. These goods are all wrapped in the usual paper wrapper or carton which the manufacturer has made known through his advertising. Their display and sale in the five and ten cent store has a distinct advertising value. On the other hand, the unbranded soaps sell best without a wrapper. There is no selling to be done in a five and ten cent store. The merchandise must sell itself. Hence, when a soap is not known by brand, the prospective purchaser must be permitted to see, feel and smell the cake itself. The color, the odor, or the size of cake may represent the buying appeal. None of these would be apparent if the cake were wrapped, unless sample cakes were on display with the

wrapper off, and this is not feasible where a large number of colors and odors are represented or where there is a constant handling and replenishing of stock on the counter.

In consideration of the cake shapes, plain rather than fancy styles are most suitable for display and sale on the five and ten cent store counter. Of course, practically all shapes and sizes find a place in these stores, but experience has proven that there is considerable marring of odd shapes in the course of ordinary handling. Chipping off of sharp edges and fancy designs on the cakes make them unsalable. For this reason, plain rectangular cakes with rounded edges or the ordinary round or oval cakes are most suitable where they are to be displayed and sold without wrappers. These rules apply only to soaps not sold wrapped, as branded, advertised goods are naturally wrapped in the usual manner and the cake is thus protected against marring from handling.

As has been noted before, the demand for pink, green, cream, and white soap is quite active. In the case of a white cake, one which is made from white stock, preferably not bleached white, is more to be desired because of the usual better color and brightness. On an open display counter, colored soaps naturally do not show stains, bruises, and handling marks to as great an extent as white soaps. This is especially true of the pink and green shades.

#### *Types of Odors*

**T**HE odors which find the most ready sale in the five and ten cent store vary so greatly that it is really impossible to see any definite connection between odor and sales preference. Most of the soaps of unknown brand which are offered for sale are perfumed with bouquet odors of a hundred and one types. If the odor is pleasant and persistent, irrespective of its character, it appears to answer the purpose. All other things being equal, the stronger, more powerful odors receive preference. The odor should be distinct and should give the impression of "strength" upon smelling the cake. Delicate, fleeting odors are not as suitable. Above all, the perfume should cover any other odor of the cake present and should be the only thing distinguishable upon smelling. Outside of the innumerable bouquet odors which appear popular, rose and violet appear to receive somewhat more than the usual attention at the soap counter.

Most soap manufacturers who supply the five and ten cent store trade, make up special sizes for this trade. In the case of nationally advertised soaps, where the regular sizes sell for more than five cents or ten cents retail,

special sizes are supplied especially for this trade. It is in these special sizes, where they are necessary, of advertised soaps that a great bulk of five and ten cent sales are made.

#### *Special Cake Sizes*

**T**HUS, it is that special sizes must be made if the five and ten cent store is to be used as a sales outlet. The special cakes naturally are made of a size in accordance with the ratio which their customary selling price bears to five cents or ten cents, according to which size cake is being made up. Outside of the size of the cake itself, everything else is identical to regular stock. It must be wrapped and labelled in the usual way if it is to attract attention on the counter, sell well, and have any advertising value for the manufacturer.

Where manufacturers make up a line of unadvertised soaps for five and ten cent store sale, they do not have to bother about considering the effect of their size on other retail channels. They can act independently, with the result that all special, unadvertised soaps give the purchaser a considerably larger cake for her money. Of course, this must be done to counterbalance the influence of advertising by competing advertised products. As it is, the advertised soaps outsell those which are unknown in spite of the apparent lure of a great deal more for the money in the case of the unadvertised soap. There is always the usual uncertainty on the part of a definite proportion of retail purchasers to buy a bulk product, that is, an unwrapped, unbranded, unadvertised product, even though it is quite evident that bulk goods present an opportunity to get more for the dime or nickel expended.

#### *Fifty Per Cent Increase in Sales*

**O**VER the past ten years, sales of soaps and miscellaneous toilet goods, such as tooth pastes, bath salts, toilet waters, shampoos, face creams, perfumes, and other cosmetics, have shown a rapid growth in the five and ten cent store. It is estimated that within five years, sales of all goods in five and ten cent stores have increased about fifty per cent. Soaps and toilet goods would probably show about the same ratio of increase over the same period. This increase is still taking place as new stores are opened and as sales of established stores expand.

In general merchandising policy, the situation in the five and ten cent store is much the reverse of the ordinary retail establishment. Most retailers base their selling prices on the cost of their goods unless, of course, the article has a standard retail price. They can carry items ranging from five cents to fifty dollars

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in the same store if need be. The five and ten cent store, on the other hand, has only two prices, that is if it is a true five and ten cent store chain. Where a chain adheres strictly to five and ten cent items, all purchases must be made to fit these retail sales conditions. The organization is naturally confined within narrower limits in the articles and classes of goods which it can carry. In the case of perfumes and cosmetics, for example, the latitude of size or quality which can be allowed in items to retail for ten cents is quite obviously not as wide as in stores selling at much higher prices. Only those products which the manufacturer can supply at a price which will permit of retailing for five cents or ten cents, can be considered. All others are automatically eliminated.

#### *Sales Depend On Manufacturers*

**T**HE five and ten cent stores will in all probability continue to be a growing outlet for soaps and toilet goods which can be sold within their limit of resale price. Manufacturers of these products can help increase sales through these channels by more or less adhering to the conditions governing quality and sales preference which have been given here. On the soap

manufacturer's ability to meet conditions successfully, will depend to a great extent, the rate of future increase in sales of his goods in the five and ten cent stores of the country.

In 1916 a traveler in Russia had occasion to converse with a member of the Russian Senate, at Orenburg, near the Siberian border. The statesman could speak Russian and several Continental languages but could not converse in English. He did know two phrases though. One was "time is money" and the other—"it floats." The authority for this tale is Fred F. Jordan, general manager of the Emery Candle Co., who was the traveler referred to above.

A Federal cosmetic bill will probably be introduced by Senator Royal S. Copeland of New York at the next session of Congress, prohibiting interstate shipments of preparations containing lead, mercury, or any poisonous ingredient. It is reported that Dr. Charles F. Pabst, Brooklyn, dermatologist, is working with Senator Copeland in formulating the bill. Senator Copeland is also a physician and former New York City Health Commissioner.



In the heart of Fifth Avenue, New York, shopping district on an ordinary afternoon, where one of busiest five and ten cent stores in the country is located. Here soap is sold to customers from all walks of life, with a goodly portion of folks from out of town from near-by hotel district. (P. & A. Photo.)



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# A Chemical View of Some Soap Processes

## *A Summary of Principles in Manufacture and Control Relative to Raw Materials and Soap Uses (Part II)*

By SAMUEL S. SADTLER  
President, Samuel P. Sadtler & Sons

**L** IQUID soaps are water solutions, generally, of a neutral coconut oil potash soap, containing glycerin, sugar, or alcohol added to prevent cloudiness or foaming in the container. The glycerin is probably a desirable addition, since it possesses emollient properties, but sugar can have no beneficial action on the soap itself, and may leave the hands sticky. Alcohol is seldom used in modern commercial liquid soaps, but occurs in most recipes given in literature.

Specification for Liquid Soap.  
—The following specification was laid down as desirable in a liquid soap by the U. S. A. Bureau of Standards, Circular No. 62:—  
"The soap desired under this specification is a clear solution of pure vegetable oil-potash (or potash and soda) soap, with or without alcohol or glycerol, suitably perfumed, and free from all foreign matter. It should quickly form a satisfactory lather when applied to the hands, and have no satisfactory effect, and leave no objectionable odor on the skin."

Failure to meet any of the following requirements will be cause for rejection:—Material must be a clear solution, free from objectionable odor other than coconut oil, and must quickly form a satisfactory lather. Total Soap shall not be less than 20 per cent. Free alkali, as KOH, must not exceed 0.05 per cent.; alkaline and alkali salts (as  $K_2CO_3$ ) 0.3 per cent.; chloride as KCl 0.3 per cent., while no sugar or sulphates must be present.

The advantage of liquid soaps over ordinary soaps is the fact that in hotels, lavatories, etc., no other person's hands or person comes in contact with the liquid other than the person actually using it. Liquid soaps are also much used by surgeons, etc. for disinfecting purposes. They are also used to massage. *Sapo Mollis*, United States Pharmacopoeia (Soft Soap; Sapo Virdis, Green Soap)—Soft soap

is prepared by heating linseed oil with potassium hydroxide and water, and allowing the mixture to cool. It occurs as a yellowish-brown, almost odorless, plastic, and unctuous mass, and is usually transparent. Soluble in green, sometimes yellowish-white or yellowish-cold water (1 and 4) yielding a clear or nearly

**T** HIS is the second and concluding section of Mr. Sadtler's article covering the manufacture and use of various common and special soaps from the chemical standpoint. In this latter portion of his paper, the author discusses in greater detail the raw materials, characteristics, and uses of a number of special soaps, including scouring soaps, borax soaps, liquid soaps, silk-degumming soaps, soaps from sulfonated oils, monople soaps, auto soaps, soap bases for polishes, etc.

—The Editors.

clear solution; it is more soluble in boiling water (1 in 1), and almost entirely soluble in alcohol (1 in 1), and almost entirely soluble in alcohol (1 in 1). On treatment with hot alcohol, not more than 3 per cent. of insoluble residue should remain (limit of potassium carbonate, insoluble soaps, etc.). It should contain as little free alkali hydroxide or carbonate as *Sapo Animalis* (Lard oil soap, British Pharmacopoeia) and should be free from unsaponified oil. On incineration it leaves a deliquescent ash, which should consist almost entirely of potassium carbonate, and

not contain copper.

Soft soaps where they do not have to meet U. S. P. requirements may have some corn oil or even cottonseed oil present. The latter is not preferable. They contain the glycerin formed in making it. They should be held down in alkaline intensity as far as possible. Soft soap is employed in the preparation of *Linimentum Terebinthinæ* and *Linimentum Saponis*, its solution in dilute alcohol forming a suitable friction for rubbing sprains and bruises. A strong solution in alcohol (2 parts in 3) is much used as a liquid shampoo to cleanse the scalp previous to the application of antiseptic lotions. Such a solution is also employed by surgeons to cleanse the skin, or an ethereal solution of soft soap may be used (see *Solutio Saponis Etheræa*). Soft soap is used to remove incrustations in chronic, scaly, skin diseases, such as psoriasis. A solution (1 in 30 to 40 of warm water) is employed as a rectal enema to remove impacted faeces. The

tint of soft soap depends on that of the oil employed in making it. Copper compounds are said to be sometimes improperly added to produce an artificial green color.

Borax milled toilet soap consists of 10 per cent finely divided borax incorporated in soap through the agency of the ordinary soap mill. English Patents, 4,415, 1904, and 25,425, 1905, suggest the addition of gum tragacanth to the soap, thereby claiming to impart increased detergent and washing properties to the soap. Another recipe consists in dissolving  $1\frac{1}{4}$  lbs. of borax in 2 pints of boiling water and adding to 20 lbs. of white stock soap, perfuming with  $\frac{3}{4}$  oz. bergamot oil,  $\frac{1}{4}$  oz. lavender oil, and  $\frac{1}{2}$  oz. linaloe oil. Rowbottom produces borax dry soap or soap powder by adding borax to the usual carbonates or other substances used in the manufacture of dry or powder soaps. For borax soft soaps, he adds a solution of borax to the ingredients usually employed for making soft soaps before or during the manufacture, or he dissolved by heat any ordinary soft soap in the borax solution, and incorporates the same, after which the mass is allowed to cool in the usual manner.

**Cold Process Borax Soaps.**—Melt together 16 lbs. Cochin coconut oil and 4 lbs. tallow or lard. Then add briskly in the usual manner with stirring 10 lbs. soda lye of 38° Be. Now dissolve  $1\frac{1}{2}$  lbs. borax in 2 pints of boiling water, and add to the soap in the frame. Add a perfume consisting of  $1\frac{1}{2}$  oz. bergamot oil,  $1\frac{1}{2}$  oz. lavender oil, and  $\frac{1}{3}$  oz. citronella oil.

#### *Essential for Scouring Soaps*

**L**EE T. A. GERARD, *Jour. Soc. Chem. Ind.*, 1905, 24, 488)—Any soap used for scouring wool must fulfill the following conditions:

(1) The soap must be quite neutral, containing no free caustic soda. Caustic soda, even in very dilute solution, has a very injurious effect on wool fibre, dissolving it and causing it to lose its lustre, and make the resulting fabric acquire a harsh feel. Concentrated solutions act rapidly and dilute slowly in the wool. Wool can be completely dissolved in a moderately concentrated solution of caustic soda. Wool subjected to prolonged exposure to dilute caustic soda acquires the property of felting, the result of the forcing apart of the outer scales of the wool.

(2) A small percentage of sodium or potassium carbonate may be present in the soap. Potassium carbonate has a less injurious effect on wool than sodium carbonate, potassium salts being naturally present in wool. The influence of the alkali carbonates depends upon the length of the period of exposure and the con-

centration and temperature of the solution, being less harmful with dilute solutions at a low temperature. The soap should not contain more than 1 per cent of sodium carbonate.

(3) The soap must be free from unsaponified fat. The presence of unsaponified fat reduces the emulsifying power of the liberated alkali; it also may be absorbed by the fibres, thereby inducing rancidity (and an evil odor in the finished goods) and cause uneven dyeing of the goods, as the fat may protect the fibre and prevent the dye properly "striking" in. In any case the presence of free fat denotes badly made soap.

(4) The soap must be free from rosin. Although such soaps have excellent lathering powers, yet the rosin is very difficult to wash out from the wool, traces remaining owing to the formation of sticky insoluble lime and magnesia compounds which are deposited on the wool fibres and stop the dye properly penetrating, thus giving rise to unevenness in dyeing.

(5) The soap must be free from sodium silicate as this has a deleterious action on the wool fibres, causing them to become damaged and broken, and produce a harsh feel in the finished cloth.

(6) The soap must be free from mineral oil or other unsaponified matter. These impurities may adhere to the fibre, giving it an unpleasant smell and prevent even dyeing.

(7) The soap should be freely soluble in water at a low temperature, say 125°F. A high temperature acts deleteriously upon the wool fibre and must be avoided. The scouring bath, for example, should be kept below a temperature of 125°F., and consequently the soap must dissolve rapidly and readily at this temperature. A readily soluble soap easily penetrates the fibres and can be easily washed out again. Hence the almost universal use of readily soluble soft soaps in the wool industry.

(8) The soap must not impart a residual odor to the goods. Hence it is necessary to condemn soap made from oils of marked odor such as coconut, or from semi-drying oils such as corn (maize) oil or cotton-seed oil, because of the persistence of the odor in the finished cloth, which becomes noticeable in unboxing the goods.

The soap should, therefore, not contain nitrobenzole or other perfumes to disguise unpleasant odors. The soap must not evolve an unpleasant odor when rubbed in the palm of the hand.

#### *Essentials for Silk-Degumming Soaps*

**T**HE soaps used for this operation of degumming must fulfill the following conditions: (1) They must be easily soluble in

water (in order to facilitate rapid penetration into the silk fabric and rapid washing out afterwards).

(2) They should be white or color free, in order to avoid staining the silk.

(3) They must not be of such a nature that rancidity develops, otherwise an unpleasant smell will become attached to the silk.

(4) Free alkali is deleterious since caustic soda attacks the fibroin of the silk, rendering it dull and hard. The alkaline intensity (pH) should be controlled.

Soft soaps made from good quality olive oil or peanut oil are the best silk soaps, as they leave a pleasant aroma and are readily soluble in water. They are, however, expensive, consequently the cheaper hard soaps made from the same oils are usually employed. Bleached palm-oil soap (both soft and hard), also lard oil soap, can be used, but are not so soluble as olive oil or arachis oil soaps. Oleic acid soaps (red oil olive oil soaps) are excellent for degumming silk, being easily soluble and odorless. Coconut oil soap and palm-kernel oil soap are free from color and easily soluble, but suffer from the defect that they are liable to develop rancidity. Cotton-seed oil soaps possess the defect that they often contain staining, coloring substances, and are apt to go rancid. Tallow soaps dissolve too slowly for degumming purposes and are never used.

#### *Soaps From Sulfonated Oils*

**A** NEW class of soaps has come into greater prominence within recent years, and has been recommended for silk treating, as well as other textile purposes. The bases of these soaps consist of the sodium soaps of sulfonated oil or sulfonated oleic acid. They possess advantages over ordinary soaps in that less is required, and they may be made soluble in both mildly acid and in alkaline solutions. The addition of organic acids, such as acetic or formic acid, to a 2 or 3 per cent solution of some of these preparations does not seem to decompose them, and no insoluble soaps are precipitated when solution containing small quantities of soluble calcium or magnesium salts are added to the preparations made from pure castor oil. They very readily emulsify oils, and hence are valuable additions to the ordinary soap baths, their presence distinctly improving the texture of the wool and other fibres.

Before dealing with these soaps it will be necessary to describe turkey red oils: Turkey red oils, sulfonated oils (sulfated oils, alizarin oils, soluble oils) are viscous, transparent liquids used in the preparation of cotton fibre for dyeing and printing turkey red. Concen-

trated sulfuric acid is slowly run, with constant stirring, into castor oil, the temperature being kept below 35 deg. C. during the whole course of the reaction. The product is washed with water settled, the lower layer drawn off and washed with a solution of Glauber's salt until only slightly acid; finally, ammonia or soda is added until the sample will give a complete emulsion with water. Turkey red oil F is completely soluble in water. Turkey red oil S is only partially soluble in water.

Instead of castor oil, frequently olive oil and cotton-seed oil are sulfonated.

The products formed are distinguished by the fact that they are soluble in water, while they retain to a certain extent the properties of the oils from which they have been produced. Chemically, turkey red oil is probably a mixture of various primary ethereal salts of sulfuric acid. It has the great advantage over ordinary soap that its salts with the alkaline earths are not sticky substances but fine powders which have no tendency to cause uneven dyeing.

#### *Character of Monopole Soap*

**S**TOCKHAUSEN (English Patent, 24,868, 1897; German Patent, 128,691) prepares a soap (which he terms Monopol soap) by heating the sulfonated oil (prepared by treating castor oil with sulfuric acid) with alkali.

It is claimed that the product is not precipitated in the dye bath as is ordinary soap, nor is it deposited upon the fibres. Such a soap is recommended for use in place of turkey red oils in the printing and dyeing of textile fabrics.

According to the above patents, the separation of insoluble calcium and magnesium soaps in soap baths prepared with water containing calcium and magnesium salts can be prevented by addition of soap prepared by saponifying highly sulfonated castor oil with caustic soda. Strong, but not dilute, mineral acids precipitate both sulfo-ricinoleic acid and its acid sodium soap from soap solutions. Organic acids have practically no precipitating effect on acid solutions of sulfonated castor-oil soaps.

Soap from Partially Sulfonated Fat—Another patent (English Patent, 16,382, of 1897) aims at obviating the injurious effects upon wool of alkali liberated from a soap solution. This is accomplished by sulfonating part of the fat used in making the soap.

*Sulfo-oleic acid soaps* are similar preparations. Steinberg (see Jour. Soc. Chem. Ind., 1901, 20, 470) sulfonates commercial oleic acid (oleine) as follows: To a quantity of oleic acid (66° Be.) is added in small quantities at

(Continued on Page 85)

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# The Production of Java Citronella Oil

## *Its Manufacture, Characteristics, and Exports — Also Facts Concerning Vetivert, Cananga, and Patchouli*



THE essential oils of the Dutch East Indies, of which Java citronella is by far the most important, have recently been covered in a survey made by the Department of Agriculture, Industry and Commerce at Buitenzorg, Java. Those sections covering citronella, cananga, vetivert, and patchouli are of interest to soap perfumers for the interesting material which they contain on methods and quantity of production, origin and qualities, exports, and other data. They state in part: "The Netherlands East Indies are rich in various plants producing essential oils which are used in the making of perfumes, in pharmacy and technical science or which could be used for these purposes. These plants grow wild in many places, but those which have been cultivated have so far the greatest economical value.

The so-called serah grasses (aromatic oil grasses) are the most important of these crops. With a view to the preparation of the oil they are divided into groups, the members of which derive their value from the possession of the same oil ingredients. There are four groups which possess commercial value, i. e. citronella oil, lemon grass oil, palmarosa oil and the vetivert oil producing grasses. In the case of the first three groups, the oil is obtained from the leaves and in the last case only from the roots. Compared with the citronella oil industry, the other grass oils in the Netherlands East Indies are only of insignificant importance. The export of same is therefore not shown in the customs statistics.

The citronella oil used in the trade is, practically speaking, obtained from two varieties of serah grass which in Ceylon are best known under the names of "Mahapangiri" and "Lenabatu." The former kind is also known as "Winter's grass," deriving its name from the fact that the grass was originally planted in

Ceylon exclusively by Messrs Winter & Son, distillers. The cultivation of same is, however, at present carried on chiefly in Java and Malacca. Morphologically, there is no difference between the two varieties, but differences were discovered in the habitus of both plants and in the oils which they contain. They have therefore two distinct botanical names, i.e. the Mahapangiri grass called *Cymbopogon Nardus*

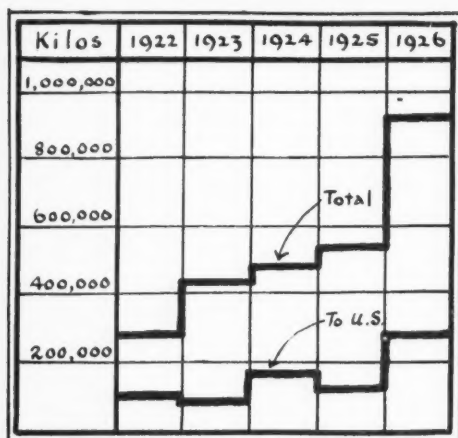
*Rendle*, var. *Mahapangiri* (C. Winterianus Jowitt) and the Lenabatu grass *C. Nardus Rendle*, var. *Lenabatu*. The Mahapangiri grass is only sparsely planted in Ceylon: this grass produces the Java citronella oil. The Lenabatu variety (also called the "new citronella grass"), of which the majority of the plantations in Ceylon consist, produces the commercial product known as Ceylon citronella oil.

Java citronella oil consists chiefly of citronellal (35-45%), geraniol (35-40%), terpenes, sesquiterpenes and traces of methy-eugenol. As far as the consumers are concerned, only the two first mentioned chemical compounds are of value. The relative percentage figures—usually united under the name "total geraniol"—increased by part of the sesquiterpene alcohols, show normally a total of 85% or more. On the other hand, the citronella oil distilled in Ceylon contains 30-40% geraniol, 10-15% citronellal and a small quantity of other alcohols, which bring the "total geraniol" percentage only 60-65%. These figures show clearly the superiority of the Java product.

The citronella grass, which in Java is usually known as "serah wangi," has fairly broad and long blades and under favourable conditions reaches a height of 4 feet or more. The flower stems are even higher. The cultivation is very simple: one-year-old clumps are used as plant material and these are torn open. The plant blooms, but it is not easy to rear from seed.

For soap perfuming, Java citronella has been one of the most common odors for a number of years. Its comparative low price and high odor value have made it attractive from the cost angle. Although its use is still very large, the past few years have shown a trend away from the use of any straight oil and toward blends and compounds. There is a tendency toward using better grade compound odors which eventually become associated with the individual brand of soap in which they are used. The low price of geranium for the past two years has also operated against greater citronella consumption. As time goes on, it appears that more Java citronella is finding its way into soap in the form of geraniol and as an ingredient of compounds than in its original form.—The Editors.





Total exports of Citronella Oil from Java over a five-year period and quantities which were shipped to the United States.

After the ground to be planted has been properly cleaned and dug up, a few clumps with roots are planted out at distances varying from 2 or 2½ to 3 x 4 feet, the leaves of which have been cut off. A plantation of 1 acre of one-year-old clumps usually provides sufficient planting material for an area of approximately 10 acres. The grass thrives well on fertile soil and requires plenty of sun and abundant rainfall to develop properly. As a general rule, it is not possible to state the number of times per year the grass can be cut or the production per acre. Soil and climate conditions have too great an influence to make this possible. Under normal conditions, a young plantation can be cut after five months, and then every three months. After four years these plants should be dug up and renewed.

Citronella oil is prepared by distillation with steam under pressure. The operations are simple, but if they are not properly carried out, loss of oil is the result. The grass on arrival at the factory usually passes through a cutting machine. This operation promotes: 1st, the easy emptying of distillation kettle (leaf receiver) after distillation; 2nd, a better division of the grass in the still, whereby the chance of steam canals being formed is reduced and the steam comes in closer contact with the oil in the leaves. More oil is then distilled per kilogram of steam and a great difference is noticeable in the yield from cut and uncut leaves.

For the distillation, two kinds of apparatus are in use, i.e. those which work with steam made in a separate boiler, and those which possess their own boiler in which the steam is

generated. The latter kind of apparatus is usually used in small factories and by the native population for the reason that the initial outlay is less. In the larger distilleries, installations provided with separate steam boilers are in use. Several advantages accrue in the latter case including saving of fuel, quicker manufacture and more uniform distillation. The steam passing through the charged stills (the factories usually have several in a battery) carrying with it the volatile portion of the leaves in the form of vapors, is condensed by means of a cooler. The one usually used is the serpentine cooler. The condensing worm of this apparatus runs spirally in a cylindrical tank, in which cold water circulates, this being replenished from under and flowing away from above. During the distillation process the liquid runs from the condenser into a so-called Florentine flask, consisting of a cylindrical metal vessel, sometimes provided with taps for running off the oil. It is here that the oil is separated: the oil collects on top of the water, which is then gradually allowed to run off. As this water still contains traces of oil, two or more so-called Florentine flasks are used.

The oil which is separated by means of a stop-cock or by skimming, is then filtered in order to remove any particles of iron from the condensers or stills. It is then poured into galvanized iron drums containing about 350 kilos, and is then ready for transport.

The time necessary for the distillation is not the same for all factories, this being dependent on various factors. Generally speaking the distillation is completed in from 1½ to 2 hours. Practice has shown that it is not advantageous to endeavor to remove every particle of oil from the grass, as the separation of the last few drops requires too much steam. The distillation, therefore, is continued only up to a point where the oil obtained covers the expense.

The demand for Java citronella oil on the

The following table shows the quantities of citronella oil exported from Java during the last 5 years and the principal countries of destination:

Destinations	Unit: 1000 kilos				
	1922	1923	1924	1925	1926
Holland .....	34	64	26	36	56
Great Britain .....	13	138	126	123	98
France .....	28	47	83	195	411
U. S. A. ....	101	98	165	116	267
Japan .....	67	48	40	35	45
Australia .....	—	9	16	11	11
Elsewhere .....	30	6	20	18	39
<b>Totals .....</b>	<b>273</b>	<b>430</b>	<b>476</b>	<b>534</b>	<b>927</b>



world market has increased rapidly during the last ten years. As a result the number of estates in the Netherlands East Indies has increased considerably, whilst the plantations themselves have been greatly extended. The native population, especially in the provinces of Batavia and Priangan (West Java), is also cultivating and manufacturing this product more and more. In 1925, there were 116 estates with citronella oil grass plantations. The total area amounted to 13,114 hectares, of which 9,245 hectares was harvested. This crop is planted chiefly in Java, i.e. with an area of 12,438 hectares or about 95% of the total area.

#### *Oil of Vetivert*

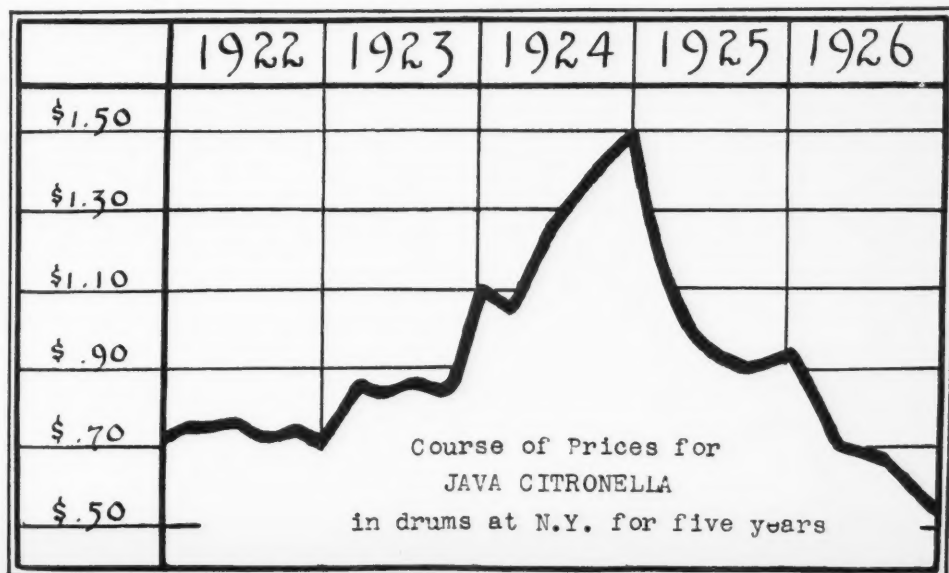
THE preparation of the fragrant vetivert oil out of the grass known in Java as "akar wangi" (*Vetiveria zizanioides*), is only carried on here on a small scale. On the other hand, the dried roots of the plant are a trade article which during recent years has been shipped in increasing quantities from Java to abroad. The value of "kar wangi" for the preparation of essential oil is dependent on the oil-content, and this is again dependent on soil and climate conditions. Generally speaking, this quality improves with the age of the plant. Under favorable circumstances, the roots may, after six months, contain 2% of oil (calculated on the dry material). These can then be regarded as saleable. The highest percentage of

oil encountered in dry vetivert roots in Java is a good 4%; the material was in this case obtained from 15 months-old plants grown at a high altitude.

Vetivert roots obtained from lower lying districts (Buitenzorg and Tjibadak) contain, in dry condition, at the most 1.1% oil. Distillation of fresh roots from a two-year-old plantation at Buitenzorg, realized 2.4% oil, calculated on the dry material. It will thus be seen that drying accounts for 1.3% of the oil-content (again calculated on the dry material) or, in other words, the fresh roots produce 118% more oil than the dried roots. It is also worth mentioning that the oil prepared from fresh roots, which also contain the most superficial ingredients, has a lower specific gravity (1.0188 at 27½°C.) and is clearer than that prepared from the dried roots. The advantages of using fresh roots are greater yield and cheaper preliminary preparation; a disadvantage is that the oil is not so thick.

Experiments carried out by the Department of Agriculture at Buitenzorg, some years ago, have shown that the cutting of the grass improves the root yield, while plants grown in the sun furnished a much larger quantity of roots than those grown in the shadow. The plants are usually planted at a distance of three feet from each other. It is, however, not certain whether this is not too far apart if

(Continued on Page 67)





# SOLVAY

The name SOLVAY for Alkali  
is comparable to U. S. A. on money  
— the best in the world!

**76% Caustic Soda**

Solid—Flake—Liquid

**Light 58% Soda Ash**

**"Fluf"** (extra light Soda Ash)

**Modified Sodas**

**Paradichlorobenzene**

**Benzaldehyde**

**Caustic Potash Liquor 45%**

**Calcium Chloride**

**Snowflake Crystals**

Trade Mark Reg. U. S. Pat. Off.



## SOLVAY SALES CORPORATION

*Alkalies and Chemical Products Manufactured by  
The Solvay Process Company*

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**New York**

Boston	Syracuse	Chicago	Indianapolis	Cleveland
Cincinnati	Pittsburgh	Detroit	Philadelphia	
Atlanta	Kansas City	St. Louis		

# Fat and Oil Data for First Quarter 1927

*Production, Consumption, Exports and Imports, With Factory and Warehouse Stocks March 31, 1927*

THE Department of Commerce announces that the factory production of fats and oils (exclusive of refined oil and derivatives) during the three-month period ended March 31, 1927, was as follows: Vegetable oils, 960,356,900 pounds; fish oils, 9,453,291 pounds; animal fats, 561,429,220 pounds; and grease, 96,330,123 pounds; a total of 1,627,571,534 pounds. Of the several kinds of fats and oils covered by this inquiry, the greatest production, 640,289,910 pounds, appears for cottonseed oil. Next in order is lard with 442,684,328

pounds; linseed oil with 202,162,304 pounds; tallow with 116,709,678 pounds; coconut oil with 72,567,978 pounds; and corn oil with 27,273,591 pounds.

The production of refined oil during the period was as follows: Cottonseed 577,830,501 pounds; coconut, 57,188,329 pounds; peanut, 2,124,740 pounds; corn, 22,147,348 pounds; soya-bean, 840,378 pounds; and palm-kernel, 126,130 pounds. The quantity of crude oil used in the production of each of these refined oils is included in the figures of crude consumed.

## PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS

	Factory operations for the quarter ended March 31, 1927 Production (pounds)	Consumption (pounds)	Factory and warehouse stocks Mar. 31, 1927 (pounds)
<b>VEGETABLE OILS:</b>			
Cottonseed, crude	640,289,910	638,487,997	140,308,610
Cottonseed, refined	577,830,501	342,228,797	502,593,484
Peanut, crude	2,446,146	2,539,930	1,889,022
Peanut, refined	2,124,740	1,800,684	767,740
Coconut, crude	72,567,978	129,479,109	92,659,586
Coconut, refined	57,188,329	58,542,356	13,225,544
Corn, crude	27,273,591	28,853,605	8,528,794
Corn, refined	22,147,348	4,868,036	10,094,843
Soya-bean, crude	861,577	2,168,885	3,847,798
Soya-bean, refined	840,378	1,036,890	1,687,647
Olive, edible	338,551	340,535	4,486,641
Olive, inedible	17,832	1,365,934	2,207,095
Olive foots	—	8,093,216	4,189,200
Palm-kernel, crude	—	481,639	550,363
Palm-kernel, refined	126,130	48,850	56,538
Rapeseed	—	3,412,647	4,276,740
Linseed	202,162,304	109,673,932	206,318,946
Chinese wood	—	20,622,439	13,841,771
Chinese veg. tallow	—	776,887	2,094,277
Castor	14,049,283	4,840,111	6,624,143
Palm	—	21,847,840	14,922,929
All other	349,728	1,995,644	4,454,570
<b>FISH OILS:</b>			
Cod and cod-liver	448,765	4,432,229	9,016,230
Menhaden	3,870	12,896,893	19,214,460
Whale	1,059,000	12,868,045	21,095,754
Herring, including sardine	7,852,118	8,974,088	11,517,397
Sperm	—	228,940	727,597
All other (including marine animal)	91,538	151,827	613,668
<b>ANIMAL FATS:</b>			
Lard, neutral	16,273,571	6,709,193	5,789,512
Lard, other edible	426,410,757	3,258,798	77,926,438
Tallow, edible	12,728,639	9,172,098	6,601,527
Tallow, inedible	103,981,039	139,751,716	95,054,441
Neat's-foot oil	2,035,214	1,896,220	1,849,440
<b>GREASES:</b>			
White	20,136,090	6,231,545	7,310,048
Yellow	17,436,334	13,436,910	9,417,099
Brown	11,110,134	6,795,655	6,483,477



# Mayoline -

## for toilet soaps

A new inexpensive chemical base for soap perfuming compounds. Base price—\$3.00 lb.

Soap is often just soap — until MAYOLINE is added. Then the flowery effect, that lasts from the time the oil is incorporated into the mass until the cakes are transformed into fragrant lather, is obtained.

MAYOLINE is a new development. It is not expensive—the cost is three dollars a pound—and so may be used in the cheaper soaps as well as in quality products. Special prices are available for quantity purchases.

This fixative successfully withstands attacks from heat and alkali. It will improve your perfume, will impart a pleasant and lasting fragrance to your product and will save 20% of your compounds.

MAYOLINE is only one of the United Laboratories' specialties for soap manufacturers. We earnestly invite you to give it a trial—it will make you a regular user of our products.

### Perfumes for

## SPRAYS, DEODORANTS and DISINFECTANTS

*We have perfected a series of Perfume Oils which will overcome the heavy and pungent Odors of the chemical compound used in the manufacturing of Sprays, Insecticides and Disinfectants and will impart a fragrant odor to the finished article:*

	per lb.		per lb.		per lb.
Bouquet D. @	\$2.50	Rose D. @	\$3.50	Mary Fern D.	\$3.50
Carnation D.	3.50	Violet D.	4.00	Oriental D.	3.00
Lilac D.	2.50	Wistaria D.	5.00	Orange	
Lotus D.	4.00	Peoney D.	4.00	Blossom D.	3.00
Pine Burr	0.75	Pine D.	2.50	Pine Breeze	1.00

*Samples Will Gladly Be Submitted on Your Request*

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*Perfuming Specialties*

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*Soaps, Liquid Soaps, Sprays and Deodorants*

Say you saw it in SOAP!

# **PRODUCTION, CONSUMPTION, AND STOCKS OF FATS AND OILS**

GREASES (Cont.)	Factory operation for the quarter ended March 31, 1927		Factory and warehouse stocks Mar. 31, 1927
	Production (pounds)	Consumption (pounds)	(pounds)
Bone	5,021,489	234,335	2,897,252
Tankage	14,614,922	288,783	3,638,519
Garbage or house	22,112,770	20,326,995	11,580,463
Wool	1,905,268	1,546,506	3,052,075
Recovered	736,222	594,878	1,046,348
All others	3,256,894	1,036,189	3,782,121

## **OTHER PRODUCTS:**

Lard Compounds	325,971,564	441,028	30,058,925
Hydrogenated oils	129,232,715	121,435,972	11,190,362
Stearin, vegetable	4,185,475	5,009,521	2,346,882
Stearin, animal, edible	18,015,096	13,706,481	7,691,474
Stearin, animal, inedible	5,614,391	3,638,005	3,486,999
oleo oil	35,386,380	12,743,999	9,860,150
Lard oil	5,954,973	4,947,573	4,456,468
Tallow oil	2,320,656	1,883,056	2,083,915
Fatty acids	43,356,402	44,213,098	8,452,344
Fatty acids, distilled	10,847,474	9,610,885	5,045,050
Red oil	14,051,540	5,595,098	7,302,288
Stearic acid	8,793,518	2,295,505	4,393,829
Glycerin, crude 80% basis	25,705,154	29,347,104	10,308,707
Glycerin, dynamite	12,427,419	6,951,341	11,891,221
Glycerin, chemically pure	15,757,719	1,683,512	8,479,246
Cottonseed foots, 50% basis	106,719,877	97,655,313	71,015,910
Cottonseed foots, distilled	48,968,668	45,948,150	6,879,299
Other vegetable oil foots	13,399,091	13,430,072	1,649,556
Other vegetable oil foots, distilled	80,384	107,474	112,743
Acidulated soap stock	24,228,392	23,294,915	17,767,381
Miscellaneous soap stock	1,088,422	1,213,357	245,378

## **IMPORTS OF FOREIGN FATS AND OILS, QUARTER ENDED MARCH 31, 1927**

	Pounds		Pounds
Whale oil	306,825	Palm-kernel oil	1,798,086
Cod and cod-liver	7,627,192	Peanut oil	778,558
Other fish oils	9,643,192	Rape oil	2,650,680
Beef and hog fats	517,169	Linseed oil	338,750
Wool grease	3,042,778	Sesame oil	650,214
Chinese wood oils	17,514,398	Soya-bean oil	641,066
Coconut oil	63,871,065	Vegetable tallow	1,885,833
Olive oil, edible	19,059,373	Vegetable wax	3,460,174
Olive foots	10,606,375	Other vegetable oils	1,925,286
Olive oil, denatured	1,542,100	Glycerin, crude	4,171,739
Palm oil	21,036,318	Glycerin, refined	1,792,709

## **EXPORTS OF DOMESTIC FATS AND OILS, QUARTER ENDED MARCH 31, 1927**

	Pounds		Pounds
oleo oil	23,385,453	Stearic acid	691,542
Neat's-foot oil	154,634	Other animal greases, oil and fats	21,674,433
Other animal oils	494,969	Coconut oil	4,640,032
Fish oils	246,729	Cottonseed oil, crude	14,965,223
oleo stock	3,383,339	Cottonseed oil, refined	7,453,046
Tallow	1,649,976	Linseed oil	685,492
Lard	162,765,464	Soya-bean oil	679,137
Lard, neutral	5,062,982	Corn oil	148,116
Lard compound	3,845,466	Vegetable oil lard compound	1,531,186
oleo and lard stearin	1,603,961	Vegetable soap stock	4,042,086
Grease stearin	1,176,460	Other vegetable oils and fats	2,569,930
Red oil	178,254	Glycerin	83,505

Leon and Xavier Givaudan of L. Givaudan & Cie., Geneva, and Givaudan-Delawanna, Inc., New York, sailed for France May 14 after a month spent in the United States during which they made their headquarters at the New York office of the American company.

More soap was imported into the United States in the first quarter of 1927 than in the previous quarter. Imports were valued at \$314,000. Exports were more than five times this figure, however, totalling about \$1,706,000 in value.



Modern Merchandising has added another link to the chain of manufacture. This link is Packaging; a science in itself, at your service.

## Ready! Single Head Screw Cap Applying and Tightening Machine

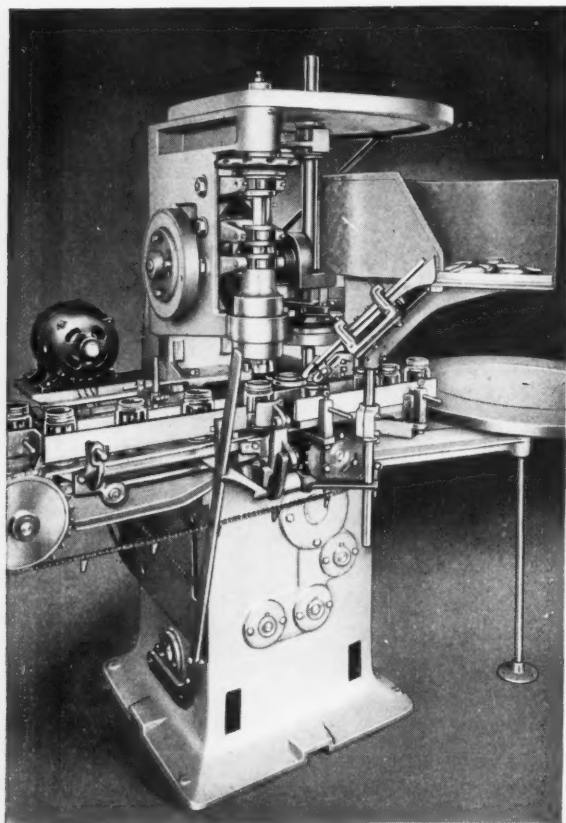
HERE is a "little brother" to our large Six Head Rotary Screw Capper. It embodies the same efficient "carry and apply" principle in handling caps, but differs in that it has but one capping head instead of six, and is straight-line in feed and delivery instead of rotary.

This capper should not be confused

with ordinary cap tighteners, because it automatically places the cap on the container and turns it to any tension desired. It takes caps of any standard type and size, and will not mar the most delicate finishes.

The machine can easily be adjusted to operate at any speed up to 40 containers a minute, and is controlled by one lever. Equipped with feed belt and receiving belt or table, it becomes an automatic capping unit, capable of perfect coordination with your bottling equipment and requiring only the most general supervision.

The price is much less than for our larger capping machine. Let us send you full details, and an installation plan designed to fit your present bottling equipment.



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## British Soap Production Up 20% in Seventeen Years

The United Kingdom made approximately twenty per cent more soap in 1924 than in 1907, according to the third production census, a preliminary report having been published in the *British Soap Manufacturer*. The value of the goods increased almost threefold, however. While soap production was showing a twenty increase, a thirty per cent gain was made in glycerin.

Products	1921		1907	
	Quantity Cwts.	Selling Value £	Quantity Cwts.	Selling Value £
Glycerin:—				
Crude sold or added to stock	209,000	493,000	164,000	251,000
Distilled, do.	201,000	745,000	153,000	353,000
Total — Glycerine	410,000	1,238,000	317,000	604,000
Soap:—				
Soft	311,000	483,000	562,000	432,000
Hard:				
Household and Laundry in bars and tablets	5,947,000	12,672,000	5,657,000	6,194,000
Polishing and Scouring:				
Industrial	163,000	287,000	113,000	146,000
Household	420,000	947,000		
Toilet (except Shaving)	433,000	3,045,000		946,000
Shaving	14,000	212,000		
Other Soaps incl. Soap Powder	1,301,000	3,150,000	857,000	846,000
Soap Stock, produced for sale	236,000	311,000		
Total — Soap	8,825,000	21,107,000	7,440,000	8,564,000

## Stearic Acid Case Up June 17

The Government's case against a number of importers of stearic acid and similar material is scheduled for another hearing, on June 17, before the Customs Court in New York. The last hearing, held early last month, developed little or nothing, only resulting in a postponement to the June 17 date. The Government contends that certain material, imported by the various defendant companies as stearic acid, was not stearic acid and should have been assessed a duty of 25 per cent ad valorem instead of one and a half cents a pound, the regular stearic acid import levy. The Government attorneys are attempting to collect back duties on this basis. If their claims are substantiated it will mean that importation of the product in question will be practically prohibitive, according to well posted observers.

## To Hold "Cleanliness" Dinner

A dinner will be given in New York the latter part of June by the *Cleanliness Institute*, which is sponsored by the Association of American Soap and Glycerine Producers, Inc., to leading educators, physicians, public health officers, social workers, and others upon the occasion of the formal announcement of the founding of the Institute. An announcement to these leaders in the United States has been sent out by the Institute outlining the work which will be carried on under the direction of Miss Sally Lucas Jean and Miss Julia B. Tappan, all under the general supervision of Roscoe C. Edlund, general manager of the Association. Dr. W. W. Peter, well known health educator, has recently become associated with the movement, along with Miss C. Margaret Munson, who will act as research librarian.

## To Reopen Castile Case July 12

Further testimony is to be taken in Chicago beginning July 12 in the case of the Federal Trade Commission against James S. Kirk & Company, Chicago soap manufacturers in the "castile misbranding case." The Commission completed its taking of testimony in this case last December since which time the respondents have taken testimony on their own behalf. The hearings ended the latter part of May with the understanding that they would be reopened on July 12. Officials of the Commission want to put in some rebuttal testimony but they are of the opinion that all of the hearings in the case should be concluded by the end of July.

A special circular dealing with copra and coconut oil has been issued by the Foodstuffs Division of the Department of Commerce under number 218, but owing to the confidential nature of the information contained therein it is not available for publication here. Accredited American manufacturers may receive copies on request.

Palm kernel oil is offered by an oil crushing mill at Dakar, Senegal, having a production of between 1,800 and 2,500 metric tons annually. The mill is interested in hearing from American importers in position to place this quantity of crude oil. The Foodstuffs Division of the Department of Commerce lists this foreign trade opportunity as No. 244132.



*"Distinguished for its high  
test and uniform quality."*

# Soda Ash Caustic Soda Bicarbonate of Soda

## Michigan Alkali Company

General Sales Department

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Works: Wyandotte, Mich.

## Glycerin Continues Dull and Easy

A dull and easy market for glycerin continued early this month, according to the market report of Parsons & Petit, New York, dated June 3, which said: "Dynamite:—Under the influence of the continued lack of demand and constantly declining prices abroad, the market has softened somewhat, although business has been small in volume. There are sellers at 23c, who might look favorably upon a bid of a fraction less. European prices work out close to 23c, landed here, duty paid, American terms. Notwithstanding that the outlook holds no encouragement for any improvement, in the near future, many express the opinion that prices have gone low enough and that a reaction is not far away, while giving no logical reason for such view. The production in this country is said to be below normal and this seems true, judging by the output of the smaller soap people. It is a fact that there is not now, nor has there been, for a long time, anything of consequence pressing on the market. The smaller soap people, who refine, themselves, have no difficulty in disposing of their productions and at the present time are sold ahead and there has been no severe cutting on the part of their large competitors, so it is to be assumed that stocks which the latter carry are not burdensome. Crude:—Saponification is nominally 17c per lb., basis of 88%, loose, delivered. Lye is offered from abroad at the equivalent of 15¼c, basis of 80%, loose, laid down here, duty paid, American terms, but buyers are seeking to shade even that price."

Crude glycerin imports reached 1,449,795 pounds, valued at \$240,347, in March, 852,100 pounds of the material having been shipped from France. Imports of refined goods totaled 531,903 pounds, valued at \$121,029. The Netherlands accounted for 317,324 pounds and Germany for 157,863 pounds, the remainder, 56,806 pounds, having been shipped from England.

"Soap money" is in use in Mexico, according to a magazine article reported in the *British Soap Manufacturer*. The cakes are stamped with the name of the town and are authorized, by the Government, for use as legal tender. The report indicated that some of the cakes gave every evidence of having been used for washing purposes but so long as the stamp could be made out were still accepted as readily as good cash money.

## Lever Brothers Co. Call Bonds

Lever Bros. Co., Cambridge, Mass., has called for payment on July 1, 1927, the following first mortgage sinking fund gold bonds, series A, seven per cent.: M 11, 76, 108, 110, 116, 193, 269, 278, 290, 346, 370, 381, 394, 397, 432, 453, 477, 501, 518, 526, 535, 536, 573, 611, 674, 682, 696, 728, all valued at \$1,000 each, and No. D-5, valued at \$500. These bonds have been called pursuant to trust deed dated Oct. 17, 1918, between Lever Bros. Co. and the Old Colony Trust Co. Payment will be made at face value plus a premium of one per cent at the offices of Lee, Higginson & Co., 70 Federal St., Boston, Mass. Interest ceases on above numbered bonds July 1, 1927.

## Crude Cotton Oil Stocks Dropping

Although crude cotton oil stocks showed another decline in April, dropping even more than in March, the total on hand is still far above last year's figures and has not been reduced as rapidly as a year ago. On April 30, Government reports showed a stock of 122,790,322 pounds of crude cottonseed oil, about 17,500,000 pounds less than on March 31, but 65,790,000 pounds above April 30, 1926. Stocks of refined oil increased about 30,000,000 pounds above April 30, 1926. Stocks of refined oil increased about 30,000,000 pounds, in the month, to 531,394,101 pounds.

Season	Item—Crude oil—pounds				On hand
	On hand	Produced	Shipped out	On hand	
	Aug. 1	Aug. 1 to April 30	Aug. 1 to April 30	April 30	
1926-7	8,280,561	1,763,254,322	1,682,945,752	122,790,322	
1925-6	4,847,333	1,538,380,810	1,518,014,897	57,000,469	

Season	Item—Refined oil—pounds				On hand
	On hand	Produced	Shipped out	On hand	
	Aug. 1	Aug. 1 to April 30	Aug. 1 to April 30	April 30	
1926-7	145,670,884	1,462,499,472	.....	531,394,101	
1925-6	173,549,345	1,249,384,805	.....	294,544,074	

An importer seeking to have soap classified for duty as castile soap, at 15 per cent ad valorem, instead of as toilet soap, at 30 per cent, was overruled by the authorities, who held that the soap in question contained practically no olive oil whereas, in their opinion, a castile soap was recognized as one made either entirely or with a large percentage of olive oil.

The Department of Commerce has received word from American Trade Commissioner Meekins, at Ottawa, Canada, that the Advisory Board on Tariff and Taxation will hold hearings at Ottawa on June 22 in connection with the application for the removal of the duty on unrefined corn oil for soap manufacturing.



# SAPOFIXIN

We invite you to try our Sapofixins  
in your Soaps as reinforcers.

Sapofixin Eau de Cologne

Sapofixin Hyacinth

Sapofixin Lavender

Sapofixin Lilac

Sapofixin Lily of the Valley

Sapofixin Orange

Sapofixin Pine

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Sapofixin Violet



## HEINE & CO.

### NEW YORK

TELEPHONE BEEKMAN 1535

52-54 CLIFF STREET

Sole Distributors for HEINE & Co., A. G., Leipzig  
in the United States and Canada

## PERSONAL and IMPERSONAL

Published reports that Jacob Oswald, superintendent of the plant of Fels & Co., Philadelphia, had severed his connection with that company, are untrue. Mr. Oswald is still with Fels and will continue to remain with them.

A new soap factory has been recently opened in India. C. C. Shah, who spent considerable time in the United States studying methods in use here, being manager. The new plant, located at Joravarnugger, Wadhwan State, brings the total of soap establishments in that State to twelve. An abundant supply of raw materials for soap manufacture, particularly vegetable oils, is close by and this has aided considerably in building a domestic industry, particularly insofar as the cheaper soaps are concerned.

Pepsodent Co., Chicago, makers of Pepsodent Tooth Paste, has been named in a complaint by the Federal Trade Commission, Docket No. 1462, for attempting to maintain wholesale and retail resale prices for its goods and for refusing to sell dealers who fail to observe such designated resale prices. The hearing date of the complaint is set for July 19, 1927, before the Commission in Washington.

Los Angeles Soap Co., Los Angeles, Calif., reports that the first three months of 1927 saw the largest production for any similar period in the history of the company. A new 150,000 pound kettle installation for the production of White King Soap is now about completed.

Harris Soap Co., Buffalo, N. Y., in a recent issue of "Suds," designated as Load No. 9, describes what titre is, how it is determined, and what it tells about a soap. This is one of a series of interesting educational bulletins being issued by the company to soap consumers.

Michigan Alkali Co. has appointed Irving H. Taylor director of sales to succeed Eugene M. Taylor, who recently resigned on account of ill health.

Albert Lange, special sales representative for James S. Kirk & Co., Chicago, returned to the United States late last month after a five months stay in Germany, Switzerland and France in the interests of the Chicago soap-makers. He is at present engaged in special sales direction work in the Middle Western states.

Scouring soap, scouring powder, toilet soap, mechanic's soap, dentifrices and polishes are being manufactured by the newly organized Golden West Soap Co., at Nampa, Idaho. Lloyd Block is general manager of the company.

Paste soap dispensers are now being marketed by the A. Kasper Soap Dispenser Co., 2515 W. 74th St., Los Angeles, Cal. The dispenser was patented by Mr. Kasper, who is manager of the new company, last year about this time.

The Pennsylvania Soap Co. of Lancaster, Pa., has purchased the business and factory of the old Pennsylvania Soap Co. and the firm is now operating in substantially the same manner as before with practically the same products. C. A. B. Zook is president, O. J. Lautz, vice-president and general manager, B. B. Zook, treasurer, and J. G. Eashelman, secretary.

Frank J. M. Miles, for the past year vice president in charge of manufacturing for Houbigant, Inc., has resigned his position, effective July 1, and will be associated with Colgate & Co. from then on. Before going with Houbigant, Mr. Miles was connected with Cheramy and Melba. With Colgate & Co., he will continue to work along the same general line as heretofore.

Leeben Chemical Co., successors to H. Lieber & Co., long established soap and perfume color manufacturers, have moved to 389 Washington St., New York.

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A new soap manufacturing company has been incorporated in Union City, N. J., the Friad Sanitary Co. The firm is capitalized at \$100,000.

A. W. Erickson, a director of the Bon Ami Co., has been elected a director of the Duz Co., succeeding Philip W. Livermore, who resigned.

That soap be displayed along with borax is the suggestion being made to chain store grocers, through their various trade journals, by the Pacific Coast Borax Co. The advertising points out that borax makes soap more efficient, stating that it softens the water, increases the suds and is of some use as a deodorant and antiseptic.

Frank S. Jones, founder and for years president of Jones Bros. Tea Co., Brooklyn, died May 13, following a short sickness, at the age of seventy-nine. The company has manufactured soap, along with many other products, for several years.

Felton Chemical Co., Brooklyn manufacturers of perfuming materials, have opened an office in Chicago and are carrying complete warehouse stocks in that city.

Pompeian Co. recently purchased by Colgate & Co., are moving their equipment to Jersey City, N. J., and are installing it in the Colgate factory. The moving started early this month and will probably be completed by July 15. As announced before, the Pompeian Co. will probably be completed by July 15. As announced to operate as a separate concern, making the complete Pompeian line of toilet preparations, although the goods will be marketed along with Colgate's soaps and perfumes and by their sales department.

Johnson Automatic Sealer Co., Battle Creek, Mich., has issued a folder describing the various types of packaging machinery made by the company. It is particularly designed to interest manufacturers with comparatively limited outputs.

A large American toilet soap manufacturer is planning on opening a factory and offices in England, according to the *British Soap Manufacturer*. A representative of the concern is said to be in London making the preliminary arrangements.

A new wholesale drug concern, with assets of close to \$3,500,000, has been formed through the combination of the Richardson Drug Co., Omaha, Neb., and the Churchill Drug Co., with establishments at Burlington and Cedar Rapids, Iowa.

Los Angeles Soap Co. continues its activity on the Coast through the announcement of plans for a new \$30,000 warehouse at Fresno, Cal. The company's local offices will be combined with the warehouse.

John P. Harris, chemical engineer, a designer and builder of edible oil and similar plants, has joined the Industrial Chemical Co., New York, and will operate in the South and West from their Chicago office, of which he now has charge. His work will have to do particularly with Nuchar, the bleaching carbon marketed by the company.

The new Societe Anonyme Droguerias d'Egypt, Cairo and London, recently formed to operate an extensive chain of drug stores in Egypt, is interested in securing the agency for American products not already represented in that country.

The complaint against the Allied Chemical & Dye Corp., New York, composed of Solvay Process Co., Barrett Co., National Aniline & Chemical Co., General Chemical Co., and the Semet-Solvay Co., has been dismissed by the Federal Trade Commission. The charge involved the acquisition of these chemical manufacturers.

William Cooper Procter will give \$750,000 to the new Cincinnati Children's Hospital, providing \$375,000 is subscribed in other directions. Mr. Procter has been very active in charitable work for several years past, particularly in Cincinnati, having only recently served as chairman of the local committee which successfully raised a large amount of money for the Community Chest.

Ungerer & Co., New York essential oil importers, have appointed Frank K. Woodworth sales manager. Mr. Woodworth has a wide acquaintance in the trade, is favorably known throughout the industries consuming perfuming materials, and is well equipped to direct the sale of the products of Hughes Aine, M. Naef & Co., and other firms represented in this country by Ungerer & Co.

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## ON PRODUCTS AND PROCESSES

A detergent suitable for cleaning painted surfaces is manufactured from vegetable wax mixed with calcium carbonate, sal soda, glycerin, and water. It is covered by U. S. Patent No. 1,621,906.

An addition of one-half of one per cent of rosin as a means of preventing rancidity in soaps, as recommended by some authorities, is claimed to be insufficient by Victor Boulez in the *Parfumerie Moderne*, 20, Pg. 43, 1927. In discussing rancidity and its prevention, Boulez states that it is primarily a phenomenon of autoxidation which can be overcome by the use of anti-oxidizers. These latter in some cases, however, have no anti-oxidizing or reducing effect in soaps.

Splitting of oils or fats by use of sulfonic acids of high molecular weight is conducted in the presence of animal charcoal or other decolorizing substance, according to British Patent No. 252,211. Sulfo-fatty-aromatic acids are isolated from the sulfonation mixture of non-saturated fatty acids and aromatic hydrocarbons, phenols or turpentine oils by washing out excess of sulfuric acid with water and a solution of sodium chloride or alkaline salts and dissolving the residue in petroleum, benzene, carbon tetrachloride, or other solvent, according to Patent 252,211. The sulfo-fatty-aromatic acids are extracted with water solutions of methyl alcohol, ethyl alcohol, acetic or formic acids, washed with light gasoline and evaporated.

A powdered soap manufactured by spray desiccation is covered by U. S. Patent No. 1,621,506 issued to R. L. Holliday. A special apparatus is covered in the patent.

Errors which occur in the alcohol method for the estimation of free alkali in soap, are discussed, *Ibid.*, 225-228. Color change of indicators vary according to solvent used. Color change of indicator in aqueous solution is generally applied to an alcoholic solution which causes the error in the estimation value. Non-

aka in *Jour. Soc. Chemical-Industry of Japan*, 30, 221, 1927, examined the effects of alcohol, 90-99.8%, and the soap on the color change of phenolphthalein in the alcoholic method for estimating the free alkali in tallow soap and coconut oil soap. The concentration of the alkali is estimated in the critical point which shows that the color differed from that of a neutral solution. Higher temperatures reduce the error. The error may depend upon the decrease of the dissociation constant of the indicator and on the ionization degree of the electrolyte by alcohol. The effect of the soap in the alcoholic solution is due to the adsorption of alkali by the soap micelle. Moisture in the soap also dilutes the alcohol content causing additional error. Similar errors may occur in determining neutralization of fatty acids and saponification value of a fat.

The addition of gum arabic to the emulsion used in the rapid determination of iodine numbers still further improves the emulsion method, according to Fialkov in *Zeit. Anal. Chem.*, 70, 227, 1927. The values obtained by this new method quite closely agree with Hubl values for castor oil, linseed oil, cod liver oil, cottonseed oil, with the added help of reduced time used for the determinations. Weigh out 0.1 to 0.15 gram of oil into small porcelain mortar and carefully triturate with about half as much powdered gum arabic and one to two drops of water. When a homogeneous emulsion is obtained, add, very carefully at first, drops of water with constant mixing until finally five to ten cc. have been added. Transfer the emulsion to a glass stoppered bottle and add 20 cc. of 0.2 N iodine solution containing an equal weight of potassium iodide and water until the total volume is 200 to 250 cc. After five minutes, titrate the excess iodine with 0.1 N sodium thiosulfate solution.

A catalyst for the splitting of fats and oils by reaction with water is composed of cymene-sulfonic acid or other aromatic sulfonic acid having a molecular weight of less than 250 without the use of oleic or similar fatty acid, according to U. S. Patent No. 1,622,974.

# Label your toilet soap!

**Lithographed  
Labels, both  
Stock and  
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PERFUMES  
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*For \$2.00 we'll send you our complete sample line, approximating 1,400 designs. The \$2.00 will then be credited to you on receipt of your order.*

**The HENDERSON LITHOGRAPHING CO., Division**  
of  
**The Strobridge Lithographing Co.,**  
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A Henderson lithographed label, placed on your own wrapped cake of toilet soap will supply the finishing touch to the package. It will raise your soap above the ordinary grade. Because these labels are produced in large quantities and stocked by us their cost will not hinder their use even on comparatively inexpensive toilet soaps.

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We also manufacture Palmer Soap Valves and Tank Equipment, and can supply valves and tanks separately, or furnish complete systems ready for installation.

**SPECIALISTS**  
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**Dependable**  
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Why jeopardize your liquid soap business with inferior dispensing equipment, when Palmer Guaranteed dispensers and valves are available at no increase in cost?

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## CONTRACTS AWARDED

THE following contracts have been awarded or bids filed for supplies of soaps, disinfectants, insecticides, polishes, cleaning compounds, and allied materials for various Government departments during the past month. In reporting awarded contracts, only name, quantity and price of successful bidder are given.

J. Eavenson & Sons, Camden, N. J., awarded contract for U. S. Marine Corps, Sch. 536, for 35,000 lbs. laundry soap at 4.73c lb.

Globe Soap Co., Cincinnati, awarded contract for U. S. Marine Corps, Sch. 481, for 65,000 lbs. soap powder at 3.22c lb. On the same schedule, J. Eavenson & Sons, 50,000 lbs. laundry soap at 4.73c lb. and Be Vier & Co., New York, 30,000 lbs. grit soap at 4.29c lb.

J. Eavenson & Sons, Camden, N. J., awarded contract for Staten Island Lighthouse Service for 40,000 lbs. fresh water soap at 4.83c lb. delivered.

General Soap Co., San Francisco, awarded contract for Fort Mason Quartermaster, Circular 78, for 20,000 cakes white floating soap at 2.95c cake. On same circular, G. R. Lucy & Co., San Francisco, 20,000 cakes scouring soap at 2.24c cake, and Pioneer Soap Co., San Francisco, 50,000 cakes issue or laundry soap at 4.24c cake.

H. P. Mercantile Co. awarded contract for 4,000 tins floor polish at 57.2c tin for Brooklyn Medical Depot. Also, 600 cans floor wax at 89.2c can. Also, 500 tins floor polish, \$2.33.

Clarence Morgan & Co., awarded contract for Chicago Quartermaster Depot, Circular 140, for 19,000 lbs. naphthalene at 5c lb.

Innis, Speiden & Co., New York awarded contract Rock Island Arsenal, Cir. 1224, 1,000 lbs. naphthalene at 5.75c lb.

J. T. Baker Chemical Co., Phillipsburg, N. J., awarded contract Rock Island Arsenal, Cir. 1220, for Augusta, Ga., for 3,750 bottles 20 oz. each of ammonia water at 13c bottle.

Batavia Mills, Inc., awarded contract for Brooklyn Medical Depot for 2,500 scrubbing brushes at 15.2c each.

Grand Rapids Sticky Fly Paper Co., awarded contract for 400 boxes fly paper at 37c each.

H. F. Dugan, San Francisco, awarded contract Fort Mason, Q. M., laundry supplies for 125 gals. ammonia water at \$1.25 gal. Same circular, Joseph Guttradt Co., San Francisco, 2,000 lbs. powdered soap at 3.28c lb. Michel & Pelton Co., Oakland, Calif., 600 lbs. benzine soap at 21c lb. Palmolive-Peet Co., Berkeley, Calif., 91,000 lbs. chip soap at 7.67c lb. Pacific Silicate Co., San Francisco, 1,700 lbs. caustic soda at 4.5c lb. and 100 lbs. bleaching powder at 4c lb.

Bids for Post Office Dept. requirements for 1,500,000 paper towels were recently filed as follows: West Disinfecting Co., \$2.365 carton; Mazer Paper Mills, \$2.94 and \$2.50; Scott Paper Co., \$4.00; Chas. G. Stott & Co., \$2.79; Barton-Hobart Paper Co., \$3.45 and \$3.22; Sanitary Products Co., \$3.10 and \$2.80; Virginia School Supply Co., \$4.30, \$3.90; \$3.95; \$3.60, \$3.47, and \$3.25; R. P. Andrews Paper Co., \$2.88; E. F. Woodhead Co., \$2.39; Unity Sanitary Supply Co., \$3.20; U. S. Paper Mills, \$2.40; National Consumers Paper Co., \$3.05; Astor Paper & Specialty Co., \$3.25; White-Washburne Co., \$2.85; Rushmore Paper Mills, \$2.49. Low bidder, West Disinfecting Co. at \$2.365.

Exports of tooth pastes totaled 319,677 pounds, in February, the goods having had a value of \$266,052. By far the largest quantity, 131,606 pounds, went to England, the nearest approach to this being the 17,000 pounds shipped to India. Exports of other dentifrices reached 25,793 pounds, sold for \$17,076.

## RECORD OF TRADE-MARKS

The following trademarks were published in the May issues of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of Sep. 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, a fee of ten dollars must accompany each notice of opposition.

### Trade-Marks Filed

**Tex**—This in outline letters describing cleaning compound with bleaching qualities. Filed by Schalk Chemical Co., Los Angeles, Calif., April 28, 1924. Claims use since March 24, 1924.

**Tri-A-Myte**—This written across a badge describing a general household cleaning preparation. Filed by Willard S. Woodruff, Boston, Mass., Nov. 16, 1926. Claims use since Feb. 1, 1926.

**Pine-Ite**—This in black letters describing insecticide. Filed by Killem Mfg. Co., Orlando, Fla., Feb. 7, 1927. Claims use since Jan. 1, 1927.

**Colgate's**—Pictures of all sides of a box describing shaving soap and shaving sticks. Filed by Colgate & Co., Jersey City, N. J., Feb. 8, 1927. Claims use since Aug. 15, 1916.

**Cream of the Dairy**—This in black letters across a flower describing soap. Filed by J. Eavenson & Sons, Inc., Philadelphia, Pa., Feb. 12, 1927. Claims use since July 10, 1895.

**De Vie Fils**—This in black letters inside of a deep bordered circle, describing soap. Filed by J. Eavenson & Sons, Inc., Philadelphia, Pa., Feb. 12, 1927. Claims use since Aug. 16, 1922.

**Temar**—This in black letters describing insecticide. Filed by Wm. S. Michelback, Alexandria, Va., Feb. 19, 1927. Claims use since July 1, 1926.

**Superlather**—This in black letters describing shaving cream, laundry, flake, hand, toilet, and shampoo soaps. Filed by Wm. A. Webster Co., Memphis, Tenn., Feb. 19, 1927. Claims use since Jan. 25, 1927.

**Cenol**—This in black letters describing foot soap, cleaning compounds, shampoo

soap and liquid soap. Filed by Cenol Co., Chicago, Ill., Feb. 28, 1927. Claims use since Jan. 2, 1922.

**Sec**—This in black letters describing insecticides. Filed by Marjo Drug Co., Washington, D. C., Mar. 25, 1927. Claims use since December 1925.

**Flylak**—This in black letters describing insecticides. Filed by Fenole Chemical Co., Jacksonville, Fla., Mar. 28, 1927. Claims use since Mar. 18, 1927.

**Skeeta Rout**—This in black letters describing insecticide. Filed by Hal Pern Mfg. Co., Brooklyn, N. Y., April 30, 1926. Claims use since May 1, 1925.

**Harris**—This in black letters describing motor-car soap and metal polish. Filed by A. W. Harris Oil Co., Providence, R. I., Jan. 18, 1927. Claims use since January, 1925.

**Watko**—This on a black background describing various soaps and polishes. Filed by J. R. Watkins Co., Winona, Minn., Feb. 25, 1927. Claims use since Jan. 20, 1927.

**Cenol**—This in black letters describing disinfectants and insecticides. Filed by Cenol Co., Chicago, Ill., Feb. 28, 1927. Claims use since Jan. 2, 1922.

**Kola**—This in black letters describing soaps. Filed by Rex Products Co., Chicago, Ill., Mar. 7, 1927. Claims use since Mar. 2, 1927.

**Colgate**—This in black letters describing toilet, laundry and household soap, soap powder, soap chips, soap flakes, soap paste, scouring cleanser, shaving cream, shaving powder and shaving soap in the form of sticks, cones and tablets. Filed by Colgate & Co., Jersey City, N. J., Mar. 15, 1927. Claims use since 1858.

**Grime Getter**—This in black letters describing soaps and polishes. Filed by Elizabeth J. Cole, Lowell, Mass., Mar. 23, 1927. Claims use since Jan. 1, 1925.

**Brighten-Up**—This in black letters describing soaps and washing powder. Filed by Poland Soap Wks., Anniston, Ala., Mar. 23, 1927. Claims use since June 15, 1924.

**I-V-D**—This in outline letters describing insect and vermin destroyer. Filed by R. J.



Baughman, Sr., Greensburg, Pa., Mar. 31, 1927. Claims use since Jan. 1, 1927.

**Skeet-It**—This in black letters describing insecticide. Filed by Hilcrest Drug Co., Sarasota, Fla., April 2, 1927. Claims use since Mar. 1, 1926.

**Fly-Nip**—This in black letters describing liquid insecticide spray. Filed by Western Chemical Co., St. Joseph, Mo., Feb. 5, 1927. Claims use since May 18, 1925.

## Trade-Marks Granted

**226,286**—Metal polish for polishing and cleaning aluminum, granite ware, enamel ware, silver, brass, bathtubs, and sinks. Cora McAllister, doing business as Aroc Manufacturing Company, San Antonio, Tex. Filed December 11, 1926. Serial No. 241,345. Published January 25, 1927.

**226,288**—Cleanser for dentures. Nyko Laboratories, Chicago, Ill. Filed December 13, 1926. Serial No. 241,430. Published January 25, 1927.

**226,289**—Metal and glass polish. Dora Goldberg, doing business as Sparkle Chemical Company, Brooklyn, N. Y. Filed December 14, 1926. Serial No. 241,479. Published January 25, 1927.

**226,323**—Soap creams for use before shaving and toilet soaps. French Beauty Products Co., Inc., New York, N. Y. Filed October 19, 1926. Serial No. 238,851. Published January 25, 1927.

**226,366**—Perfumed soap. R. F. White & Company, Limited, London, England. Filed October 8, 1926. Serial No. 238,352. Published January 25, 1927.

**226,387**—Soaps. Societe en Nom Collectif M. & L. Biette Freres, Nantes, France. Filed November 2, 1926. Serial No. 239,603. Published January 25, 1927.

**226,465**—Shampoo and tooth paste. Perfection Laboratories, doing business as Quic Laboratories, Chicago, Ill. Filed November 20, 1926. Serial No. 240,363. Published Feb. 1, 1927.

**226,468**—Automobile polish. Henry G. Rosen, doing business as Vix Laboratories, Brooklyn, N. Y. Filed November 22, 1926. Serial No. 240,443. Published Jan. 25, 1927.

**226,486**—Paste or liquid polish for metals and all plated surfaces. Anthony Keyes, doing business as Keyes Metal Polish Co., Naugatuck, Conn. Filed November 29, 1926. Serial No. 240,724. Published Feb. 1, 1927.

**226,493**—Shampoos. Tinte Oriental, Inc., Mayaguez, P. R. Filed September 14, 1926. Serial No. 237,256. Published Jan. 25, 1927.

**226,499**—Liquid soap in concentrated form. Alexander C. Fergusson, Jr., doing business as Fergusson Laboratories, Philadelphia, Pa. Filed Nov. 8, 1924. Serial No. 205,003. Published Feb. 1, 1927.

**226,530**—Antiseptics and disinfectants. Lysol, Incorporated, Bloomfield, N. J. Filed August 25, 1926. Serial No. 236,426. Published January 25, 1927.

**226,540**—Fly and germ killer and insecticide for use upon cattle, livestock, and poultry; and disinfectant and deodorant for poultry houses, barns, stables, cow sheds, pigpens, and farm buildings. D. B. Smith & Company, Inc., Utica, N. Y. Filed April 15, 1926. Serial No. 230,268. Published Feb. 1, 1927.

**226,542**—Paste for cleaning metallic, vitreous and enameled objects. Anna L. Gacond, doing business as Shure-It Mfg. Co., Washington, D. C. Filed June 1, 1926. Serial No. 232,558. Published Feb. 1, 1927.

**226,559**—Soaps, soap pastes, and soap powders. Parfumerie Roger et Gallet, Societe Anonyme, Paris, France. Filed Oct. 26, 1926. Serial No. 239,261. Published Jan. 11, 1927.

**226,628**—Insecticides, liquid. Lanair Chemical Corporation, Chicago, Ill. Filed Nov. 6, 1926. Serial No. 239,759. Published Feb. 1, 1927.

**226,664**—Disinfectant. Saccharin-Fabrik, Aktiengesellschaft Vorm, Fahlberg, List & Co., Magdeburg-Sudost, Germany. Filed Sept. 13, 1926. Serial No. 237,192. Published Feb. 8, 1927.

**226,733**—Soluble disinfectant tablets. Creoloot Manufacturing Co., Seattle, Wash. Filed Dec. 17, 1926. Serial No. 241,605. Published Feb. 8, 1927.

**226,752**—Soap in paste form. Woodward Soap Products Company, Duluth, Minn. Filed Dec. 20, 1926. Serial No. 241,761. Published Feb. 8, 1927.

**226,753**—Soap. The J. B. Williams Company, Glastonbury, Conn. Filed Dec. 20, 1926. Serial No. 241,759. Published Feb. 8, 1927.

**226,756**—Metal polishes. I-Sis Laboratories, Inc., New York, N. Y. Filed Dec. 17, 1926. Serial No. 241,623. Published Feb. 8, 1927.

**226,800**—Liquid Soap. Perkins Soap Company, Springfield, Mass. Filed Dec. 29, 1926. Serial No. 242,139. Published Feb. 8, 1927.

**226,868**—Soaps. Gold Dust Corporation, Jersey City, N. J. Filed October 25, 1926. Serial No. 239,171. Published Feb. 8, 1927.

# COAL TAR DISINFECTANTS

CRESOL COMPOUNDS

CRESYLIC ACID

ALL PRODUCTS TESTED AND GUARANTEED  
PROMPT SERVICE ASSURED TO ALL ORDERS



## BAIRD & McGUIRE, INC.

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*Warehouse Stocks at*

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# INSECTICIDE AND DISINFECTANT SECTION

Official Publication of *The Insecticide and Disinfectant Manufacturers Association*. Harry W. Cole, Holbrook, Mass., Secretary.

## Report of Chicago Mid-Summer Meeting

*Insecticide and Disinfectant Manufacturers Hear Papers and Discussions of Cost Systems, Sprayers, Salesmen, Insecticide Qualities, Disinfectant Labels, and Others*

**T**HE Fourteenth Annual Mid-Summer Meeting of the Insecticide & Disinfectant Manufacturers Association was held at the Edgewater Beach Hotel, Chicago, on May 16, 17, and 18. Between eighty and ninety manufacturers attended the various sessions presided over by Fred A. Hoyt of Atlanta, president of the Association. Papers and discussions covered numerous subjects including disinfectant labelling, insecticide qualities, sprayers, cost finding and cost systems, problems in handling and hiring salesmen, co-operation with medical and public health authorities, publicity and co-operative advertising, export sales of insecticides and disinfectants, packaging and packages, mouth sprayers, technical development in insecticides, and others.

Most of the matters taken up during the first two days of the meeting were in formal papers which will be covered in subsequent issues of SOAP as fully as space permits. Among the speakers who discussed their subjects extemporaneously was J. L. Brenn, president of the Huntington Laboratories, who spoke on the hiring and handling of salesmen. In taking up the question of hiring salesmen away from competitors, Mr. Brenn pointed out that the record of his company showed that their best men were not those who had had previous experience in the disinfectant or liquid soap fields. Out of five leaders among his salesmen, four men, including the one with the greatest sales of the entire staff, had never sold the same goods before joining his firm. He also pointed out that to hire away so-called star salesmen from competitors was foolish inasmuch as the price which a new employer would have to pay a man of this type would almost certainly be more

than he could produce under the best conditions. In concluding, Mr. Brenn stated that a careful record of sales and salesmen over a period of years showed that the best results were obtained by his company in breaking in and training their own men to meet their individual needs.

Another speaker whose remarks attracted much attention and discussion by the membership, was Dr. Robert C. White of the Komo Chemical Co. Dr. White spoke on "Quality in Insecticides." He pointed out the rapid increase in the number of poor quality fly sprays and insecticides which have come on the market recently. This is the thing which will either kill off or very materially handicap the legitimate manufacturer if it is not taken in hand by the industry, Dr. White stated. Too many illy qualified people are going into the manufacture of household insecticides, he said, and are turning out products which reflect on all manufacturers and which are already beginning to affect sales of insecticides in certain localities. The variation in killing power of insecticides on the market to-day is entirely too great, Dr. White maintained, and is without good reason except the attempt to cheapen the products below the point where they can do effective work. He urged an attempt to standardize these products according to their killing power and to keep this high so that a normal growth in consumption and sales should not be interfered with by loss of public confidence.

After discussing the quality of the sprays and their raw materials, Dr. White went into the question of cans, labels, sprayers, and pointed out some of the horrible examples on the market to-day. There are too many poor cans and bad labels, he said, which should be cleaned

up by the manufacturers. He also called attention to the poor grade sprayers which are being sold in some cases, and stated that an improvement in sprayer quality could not but help increase the use of insecticides generally because of the better results obtained. As a remedy for the numerous low grade products on the market, Dr. White suggested that every effort should be made to get these manufacturers to join the association so that the influence of other manufacturers might be brought to bear on the offenders, and also to show them that eventually they would put themselves and others out of business if they did not improve their products.

Following a paper on "What Do Your Products Cost?" by Dr. H. W. Hamilton of the White Tar Co., in which he took the membership to task for not giving greater attention to uniform cost finding methods, a resolution was adopted by the membership as follows: Resolved—that a committee be appointed by the president to investigate and consider the advisability of recommending a standard cost accounting system for the disinfectant and insecticide industries with a view to determining true costs.

Following a paper on "Co-operation with Federal and State Mosquito Extermination Commissions to the End that Insecticides Are Not Overlooked in the General Plans for Getting Rid of Mosquitoes and other Insects" by John Powell of John Powell & Co., a resolution was adopted by the membership as follows: Resolved—that a committee be appointed by the president whose duty it shall be to attempt to co-operate and work in conjunction with state and federal mosquito extermination and control commissions with a view to aiding in the work and in the part which insecticides and disinfectants play in this work.

Other speakers included J. W. Bailey of the Tanglefoot Co. on "Increasing the Sale of Disinfectants and Insecticides in Export Markets," C. P. McCormick on "Uniform Cash and Trade Discounts," J. P. Nicholson of the Lowell Specialty Co. on "How to Help the Sale of Disinfectants Through Sprayers," F. J. Pollnow of the Vestal Chemical Co. on "Branding of Liq. Cresolis Comp. and Its Variation in Selling Price," S. Carle Cooling of the Metal Package Corp. on "Packaging to Sell," Evans E. A. Stone on "Educating the Trade in More Effective and Intelligent Sale of Insecticides and Disinfectants and More Consistent Display and Promotion of Sale of These Goods," and H. W. Rubel of the West Disinfecting Co., on "Sales Resistance which We Set Up for Ourselves." Those which

were delivered as formal papers will be published in later issues of "SOAP." Following a discussion of the tariff on cresylic acid by C. C. Baird, a resolution was adopted to appoint a committee and appropriate funds to send it to Washington to secure further data on the tariff situation with a view to having it reduced or eliminated later.

Among those who attended the meeting and who registered, were included:

Fred A. Hoyt	Frederick Disinfectant Co.
C. C. Baird	Baird & McGuire, Inc.
J. K. Haywood	Insecticide & Fungicide Board
Harry W. Cole	Baird & McGuire, Inc.
Edgar A. Murray	Edgar A. Murray Co.
Robert C. White	Komo Chemical Co.
J. L. Brenn	Huntington Laboratories
C. P. McCormick	McCormick & Co.
Peter Dougan	Merck & Company
James E. West	Wenatchee Rex Spray Co.
F. W. Foreman	Toledo Rex Spray Co.
James H. Readie, Jr.	Tar Products Corp.
R. L. Tripp	White Tar Co.
H. W. Hamilton	White Tar Co.
W. M. Davis	McCormick & Co.
Burton G. Philbrick	Skinner, Sher, an & Esselen
B. H. Reschke	Geo. L. Williams Co.
S. Carle Cooling	Metal Package Corp.
Harry J. Ahles	John Powell & Co.
L. H. Schuler	Arabol Mfg. Co.
John Powell	John Powell & Co.
Ira P. MacNair	MacNair-Dorland Co.
Robert J. Jordan	Wm. E. Jordan & Bro.
Albert R. Jordan	Wm. E. Jordan & Bro.
Wallace Thomas	Gulf Refining Co.
David P. Lewis	Hudson Mfg. Co.
C. G. Koepke	Hudson Mfg. Co.
J. W. Bailey	Tanglefoot Co.
A. O. Ponder	Dominion Tar & Chemical Co.
C. Eickstedt	Arabol Mfg. Co.
James Varley	Baird & McGuire, Inc. of Mo.
F. W. Sullivan, Jr.	Standard Oil Co., (Indiana)
S. E. Osborne	Hooker Electrochemical Co.
Fred M. Willis	White Tar Co.
Evans E. A. Stone	Standard Oil Co., (N. J.)
S. G. Scott	Williams Sealing Corp.
J. B. Nicholson	Lowell Specialty Co.
W. L. Filmer	Monsanto Chemical Works
R. E. Sturhahn	Monsanto Chemical Works
F. W. Piper	Rochester Germicide Co.
F. J. Pollnow	Vestal Chemical Co.
Karl A. Dolge	C. B. Dolge Co.

(Continued on Page 69)

**S**OME twenty-five or so group and other photographs which were taken by a representative of SOAP at the Chicago meeting of the Insecticide & Disinfectant Manufacturers Association and mailed from Edgewater Beach, have apparently been lost in the mail. It is with regret that we are thus prevented from publishing one of the best series of group photographs which we have seen in some time, and also a group of cartoons by C. P. McCormick made from individual photographs. If these photographs, along with other data on the meeting, are recovered, they will be used in July.

—The Editors.

# Convention Sense and Nonsense

## *What a Representative of SOAP Observed Through the Back Door at the 14th Annual Mid-Summer Meeting*



HERE are two sides to every convention, just like there is a front and back door to every house. What follows here is what has been seen strictly through the back door, the door of informality, and only emphasizes how valuable a little of informality and good-fellowship can be when competitors and others get together at a business convention.

The meeting was attended by representatives of firms from San Francisco and Seattle, all the way to New York, Boston, Baltimore and Atlanta, about 90 all told from all parts of the country.

No matter what happened at the meeting at Chicago, something must have happened to Fred Hoyt and Campbell Baird. Immediately after the meeting closed, both rushed for New York and sailed for Europe. We hope that there was nothing out of the way.

After making playing cards do everything but talk, Big Jim West of Wenatchee and Seattle, Wash., suggested a friendly little game of draw poker. Of the ten men in the room at the time, four were trampled in the rush for the door, and three found their neckties mysteriously cut when they reached the hallway outside.

Word was received at Chicago by Doc White of Komo that it was raining in Japan and that they had been compelled to stop picking pyrethrum flowers. He took the matter up with three pyrethrum experts at the meeting, and the matter was explained as follows: By No. 1,—shortage of umbrellas; By No. 2,—against the rule of the Prominent Pyrethrum Pickers Union of Japan; By No. 3,—picking pyrethrum on rainy days causes halitosis.

Standard Oil of Indiana had four men at the meeting, Messrs. Sullivan, McGill, St. Laurent, and Cleveland. Against these odds, Evans Stone of the Standard Oil of N. J. stood alone.

Harry Ahles, who represents Ungerer and John Powell & Co., in Chicago, etc., showed some of the boys around Chicago. It is reputed that Harry calls the Mayor, Bill. By the way, Harry's name is pronounced "ails," like in "ails and porter."

One man who was serious most of the time, who smiled but little, and who read one of the best papers at the meeting, was F. W. Foreman of Fly-tox fame.

S. G. Scott, Chicago Representative of the Williams Sealing Corp., Decatur, Ill., had an interesting display of insecticide and disinfectant cans and bottles sealed with "Kork-N-Seal" in his room. W. R. Lloyd of the home office of the company was also present at the Convention.

Get John Bailey of Tanglefoot to tell you what the monkey said when he opened the cash register. As a toastmaster, "Bill" is still our ranking diplomat.

Having subscribed to a block of stock in the new Radio-Bailey Mfg. Syndicate, we wonder what they are going to make and how soon dividends begin.

Charley McCormick of Baltimore and points west presented a very complete survey of technical progress in insecticides during the past year. Following the paper, a well known tar-distiller of Providence requested that the paper be translated into English and published.

Two really great oratorical masterpieces marked the banquet on the first evening of the Convention. Rob Jordan's talk on "Montmorency Falls" and Arthur Ponder's stirring address on "What Mr. Stone has done for the Association!"

After an absence of several years, everybody was glad to welcome back Edgar A. Murray of Detroit into the Association. The old-timers gave him a royal welcome.

# Use Yarmor Pine Oil

Disinfectant manufacturers are using more pine oil than ever before. The wisdom of this has been verified by the Fungicide Board of the U. S. Department of Agriculture, who have found that pine oil has high effectiveness against most germ life and a large field of usefulness in disinfectants.

Hercules Yarmor Steam-Distilled Pine Oil is in every particular a quality product. It is made under definite chemical control and conforms accurately to specifications.

Let us send you a test sample to determine and prove its worth.

## **HERCULES POWDER COMPANY** (INCORPORATED)

961 Market Street, Wilmington, Delaware

*Largest producers of pine oil and wood rosin in the world*

HERCULES POWDER COMPANY

961 Market Street

Wilmington, Delaware

Please send me a test sample of Hercules Yarmor Pine Oil.

Name .....

Company .....

Street .....

City ..... State .....

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Doc Haywood introduced at the meeting his "boy", John H. Haywood of Baird & McGuire, Inc. of Missouri. Doc's "boy", by the way, is a he-size guy about 6 feet 3. We wonder if Doc has any full grown children.

Paradichlorobenzene was ably represented at the meeting by W. L. Filmer and R. E. Sturhahn of Monsanto, and S. G. Osborne of Hooker. Brother Sturhahn said he also wished to put in a good word for one Methyl Sal, whom he considers just as important a personage as the newly rich P. D. C. Benzene.

When asked what is the most important product of the State of New Jersey, Lon Landers of White Tar answered "Apple Jack". Doc Hamilton thought it was naphthalene. John Powell said he lives there and he knows it is mosquitos.

Rob Jordan introduced his nephew, Albert R. Jordan, also of William E. Jordan & Bro. to the gang. Al may have known something about Chicago when he arrived at Edgewater Beach, but, he knew a blame sight more when he left Chicago. While Uncle Rob was in bed, Al looked the town over.

Harry Cole and Jim Varley stood transfixed, rigid, speechless, as they heard Campbell Baird's voice from the hallway. "I like thot, Jeem!" Had not Campbell left for Holbrook the night

before? He had. As Jim Readio stuck his head around the corner of the door, all was clear. It was Jim using Campbell's Scotch burr even better than Campbell could have used it himself.

One of the entertainment features of the convention was an interesting selection of songs by the Pyrethrum Sextet made up of Messrs. Black of S. B. Penick, McCormick and Davis or McCormick & Co., Jennings of J. L. Hopkins & Co., and Powell and Ahles of John Powell & Co. Among some of their hits were included: "When It's Raining in Japan, Pyrethrum Darling."—"It Breaks My Heart to See an Open Flower."—"When It's Pyrethrum Picking Time in Old Trieste."—"Down by the Old Insect Powder Mill,"—and several others.

This, time, Charley McCormick supplemented his distribution of Banquet Tea by giving out a few tea pots. The compliments paid Charley's tea were really amazing.

All the way from Watseka, came James Longshore, president of Continental Chemical, and he brought along his chemist, Louis Brunner. Both jumped into the *spirit* of the thing. Got to give these Watseka fellows credit.

Turp and Tine of the Hercules Powder Co. were represented by J. C. Haile and E. T. Wilander. They entertained the boys with movies.



View of the Edgewater Beach Hotel, Chicago, from Lake Michigan, where the Fourteenth Annual Mid-Summer Meeting of the Insecticide & Disinfectant Manufacturers Association was held May 16, 17, and 18.

Trade Mark

# FREMD-TEX

(CONCENTRATE)

The New Liquid Household Contact Insecticide  
Contains no Pyrethrum

Non-Poisonous - - Non-Inflammable

Fremd-tex is the formula of Charles Fremd and is fully covered by patents. It is strictly non-toxic. Insecticides made with Fremd-tex Concentrate cost less than ordinary pyrethrum sprays and are more effective. *Simply add solvent and perfume to suit.*

EASY TO HANDLE      COSTS LESS      ABSOLUTE RESULTS

*Send for a sample of the concentrate to dilute, and test its killing power yourself.*

## CHARLES FREMD LABORATORIES

ROSEBANK

STATEN ISLAND, N. Y.

*The makers of Sulco-VB, the dormant, or semi-dormant insecticide and fungicide spray for fruit and ornamental trees and shrubs*

# PARADI

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## Paradichlorobenzene

Specially prepared for  
**Moth Preventatives**  
and  
**Deodorizing Blocks**

*For Immediate Shipment in  
200, 100 or 50 Pound Barrels*

**Write Us For Prices**

## HOOKEE ELECTRO CHEMICAL CO.

Sales Offices  
25 PINE STREET  
New York City



Member

Works  
NIAGARA FALLS  
New York

Say you saw it in SOAP!

F. J. Pollnow of Vestal Chemical and Jim Varley of Baird & McGuire of St. Looney were discovered in earnest conversation in a dark corner of the Edgewater Beach lobby. It is reputed Jim finally told all the dirt about the four Marx Brothers.

Following the convention, Jake Brem of Huntington sent each bald, and near bald headed attendant a bottle of Silk Floss Shampoo. Who was it said that all humor was cruel at heart?

Sprayers,—all kinds, mouth, foot, and hand power,—ably represented by J. B. Nicholson of Lowell Specialty and by Messrs. D. P. Lewis and C. G. Koepke of Hudson Manufacturing.

Among some of the Chicagoans or Chicagoites—take your pick—who were there, were E. W. Piper of Rochester Germicide, Charles E. Timson and W. E. Lape of William Cooper & Nephews, H. W. Rubel of West Disinfecting Co., C. A. Seguin of C. A. Seguin & Co., Harry Carter of Interstate Sanitation Co., V. W. Mider and W. R. Keefe of the U. S. Chemical Co., D. P. Smith of Penn Salt, Albert Heller of B. Heller & Co. and others.

After Harry Cole had scoured the City of Chicago and saw that all the "good little boys" were safely on the trains for home, he boarded his own train for Boston a nervous wreck.

When last seen, one C. C. Baird was headed for the Alps. No, you are wrong this time, Clarice. This is not Quebec. This time it is the Swiss Alps.

S. Carle Cooling he of Baltimore and the can business,—that is, the metal package business,—read one of the best papers we have yet heard on packages and packaging. He did not mince words. 'Tis a shame that a man of his ability should so shame the convention by being ordered out — here the curtain is drawn to cover the whole terrible scene. "Cal" to think that you of all people—

Insecticides and disinfectants are being used more widely in Brazil owing to the presence of ants, mosquitoes and ticks. Principal disinfectants for household use is "Cruzwaldinha" manufactured in Brazil, and "Pearsons" imported from Great Britain. The majority of animal dips are at present supplied by Great Britain in barrels or drums.

## First I. & D. Export Figures Out

The first group of figures, covering exports of household covering insecticides, disinfectants, deodorants, germicides and related products during March, were released late last month by the Department of Commerce. That these products are of major importance among chemically related materials is evident from this first report, which shows American disinfectants and household insecticides going into every continent and to fifty-three countries. A total of 1,071,959 pounds of these goods, valued at \$316,489, were exported. The largest single buyer was the United Kingdom, with 198,638 pounds, valued at \$82,775. Next in importance came, Brazil, with 128,095 pounds, valued at \$41,814. Other large buyers were Canada, Germany, Poland, Cuba, Japan and France, shipments to those countries totaling 111,832, 102,120, 94,500, 76,205, 48,665 and 37,800 pounds respectively. Mexico, Peru, Colombia, Venezuela and other Central and South American countries also bulked large in the list. These export figures will of course be covered monthly in this manner in future issues of SOAP, but if the full report is desired it may be had for one dollar a year from the Bureau of Foreign and Domestic Commerce. The report is numbered 8327.

Powdered insecticides are the most widely used insect destroyers in Rumania, according to a report issued by the Department of Commerce. Insects are a real menace in that country, roaches and bedbugs being particularly common. Up to this time, German and Austrian manufacturers have enjoyed most of the business, with smaller quantities being imported from France, Great Britain and the United States. Lack of sufficient money and banking credit makes it difficult to establish reliable agents, prepared to operate on a cash basis.

Disinfectants, germicides and related products are used in fair quantities in Belgium, although most of the material is manufactured locally, says a recent Commerce Report. In case of any widespread need for these products the various cities and towns have their own agencies for the work.

Hercules Powder Co. has issued a booklet containing complete information about the firm's products, pine oil, rosin and turpentine. Specifications and packing are given in detail.

*Perfumes for*  
**INSECTICIDES and FLY SPRAYS**

OUR laboratories, after conducting a thorough research with the above products, have finally perfected a series of perfume oils which will not only overcome the heavy and pungent odor of the chemical constituents in these

two bodies, but will also impart a fragrant note to the finished material.

The minimum cost of these perfume products enables us to offer them at exceedingly attractive figures.

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# CRESYLIC ACID

97-99% Pale or Dark

## TAR ACID OIL 25%

*Washed frozen free of naphthalene*

*Guaranteed to make milk white solution—not pink.*

Neutral Creosote Oil

Powdered White Arsenic

Saponified Cresol

Liq. Cresolis Compositus, U.S.P.

Cooper's Commercial Disinfectant

## WILLIAM COOPER & NEPHEWS

INCORPORATED

152 W. Huron Street

Chicago, Ill.

Say you saw it in SOAP!

## Revise Government Regulatory Personnel

*Insecticide & Fungicide Board Abolished—Dr. J. K. Haywood Remains to Head Same Work—W. G. Campbell and P. B. Dunbar to Head All Agriculture Dept. Regulatory Work After July 1*

W. G. CAMPBELL, Director of Regulatory Work of the United States Department of Agriculture, will administer the work under the Food, Drug and Insecticide Administration, which takes form on July 1, 1927, according to an announcement by Secretary of Agriculture Jardine. Dr. P. B. Dunbar, now assistant chief of the Bureau of Chemistry, will be assistant chief of the new administrative unit. This unit, created by an act of Congress, is charged with the enforcement of the Federal Food and Drugs Act, the Tea Inspection Act, the Insecticide and Fungicide Act, the Naval Stores Act, the Import Milk Act and the Caustic Poison Act.

Mr. Campbell has been connected with the work of enforcement of the Food and Drugs Act since it became effective twenty years ago. He was selected by Dr. H. W. Wiley as chief inspector and in that position directed all of the inspection work under the "pure food law" until 1914 when he was promoted to the position of chief of the Eastern District, having charge of both inspection and analytical work in the entire eastern section of the United States. He was promoted in 1917 to the position of Assistant Chief, Bureau of Chemistry, serving in that capacity until 1921 when he was appointed Acting Chief. He was promoted to the position of Director of Regulatory Work of the Department of Agriculture in 1923, having general supervision of all law enforcement work of the entire department. Under his new assignment he will in addition have the immediate direction of the work involved in the acts assigned to the Food, Drug and Insecticide Administration.

Mr. Campbell is a lawyer, having received the A.B. degree from the University of Kentucky in 1902 and the LL.B. degree from the University of Louisville in 1906. He opened a law office in Louisville immediately after completing the course in law and soon became interested in legal phases of food control work, being retained by the Kentucky Experiment Station to look after the enforcement of State food laws in Louisville and its vicinity. A year later he was appointed Chief Inspector in the enforcement of the Food and Drugs Act.

Mr. Campbell developed the project system which has done much to increase the efficiency of food law enforcement. This system provides a plan of operation by means of which all the organization units located in different sections of the country work together toward a common end. In this way various forms of adulteration and misbranding are attacked in all sections of the country at once and checked or eliminated entirely with the least expenditure of time and funds. The form of organization and system developed for the enforcement of the Food and Drugs Act has been used as a model for the enforcement of other Federal statutes.

Dr. P. B. Dunbar, who will be Assistant Chief of the new unit, entered the service of the Bureau of Chemistry in 1907 after receiving a Ph.D. degree from the Johns Hopkins University. He has since been engaged on work, either laboratory or administrative, in connection with the enforcement of the Food and Drugs Act. Since 1925 he has served as Assistant Chief of the Bureau of Chemistry in immediate charge of regulatory work. He assisted Mr. Campbell in the development of the project system for enforcing the Food and Drugs Act.

Dr. J. K. Haywood, Chairman of the Insecticide and Fungicide Board, will have immediate charge of the work involved in the enforcement of the Insecticide Act, in the new administrative unit, the board being abolished by order of the Secretary of Agriculture. Dr. Haywood who has been connected with the Department for a great many years, is widely known and respected throughout the insecticide and disinfectant fields. He is one of the outstanding authorities on these products, and well liked in the industry in spite of his strictness.

The Food, Drug and Insecticide Administration was created by an Act of Congress, upon the recommendation of the Secretary of Agriculture, for the purpose of separating the work involving scientific research from the work of law enforcement. In the opinion of the Secretary it is highly desirable that the research work and the regulatory work be handled by



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 Scrubbing Compounds  
 Rex Pine Scrub Soap  
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You can depend on a good product, good service, right price and fair treatment—plus a product that has genuine salability because of unusual merit. Let us quote on your requirements and send samples.



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## TAR ACID OIL

**Chilled - Filtered and Pressed - No Sediment**

Makes up a milk white emulsion with a good odor.  
 No waste—cheapest in the long run



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separate administrative units because the growing pressure under which it is necessary to work in handling law enforcement is such as to interfere seriously with the attention that can be given to research work. Law enforcement must be handled promptly as cases arise and when both this work and the scientific work are conducted by the same organization the natural tendency is to put aside research which is not of immediate urgent appeal but which is of far reaching importance considering the long time future of American agriculture.

The proposed segregation of the regulatory work into a Food, Drug and Insecticide Administration involves no change in the policy or methods of enforcing the Food and Drugs Act and other acts involved. These laws in the opinion of the Secretary of Agriculture are now being enforced in an efficient manner and the industries coming within the jurisdiction of the laws are now adjusted to existing plans and policies. Any material changes in the procedure for the enforcement of these regulatory statutes in the opinion of the Secretary would be disturbing to the industries affected with no compensating increase in the effectiveness of the law enforcement work. The laboratories of the present Bureau of Chemistry that are

engaged on food and drug control work under the new plan will operate under the Food, Drug and Insecticide Administration and present policies and methods of enforcement will be continued.

### N. Y. Fire Laws Hit Disinfectants

Action by the local fire department in seeking to enforce the New York City ordinance regarding the packing of disinfectants, insecticides and related products late in May brought a number of local manufacturers together to formulate a plan for obtaining relief. The present law, which has been on the books for several years, provides that any inflammable or combustible liquid be packed in nothing larger than one gallon cans or four ounce bottles whether for wholesale, industrial or retail sale. It further calls for the use of screw top cans. Inflammable material is considered as anything with a flash point below 100° F. Combustible material is defined as any liquid or solid mixture, substance or compound, that will ignite. It is here that the trouble comes, as far as disinfectants and related products are concerned.

Of course, interpreted broadly enough, this latter definition might be made to cover almost anything sold or used, but the fact remains

## BROWNS No. 26 CONTINUOUS

*A Whirlwind of Fine Misty Spray Continuously Maintained with Slight Effort*

SIMPLE  
STRONG  
EFFICIENT  
POPULAR  
EVERYWHERE



COMPLETELY  
DEMOUNTABLE  
WITHOUT THE  
USE OF TOOLS

*Will double the killing power of your liquid and  
reduce the labor of spraying by more than half*

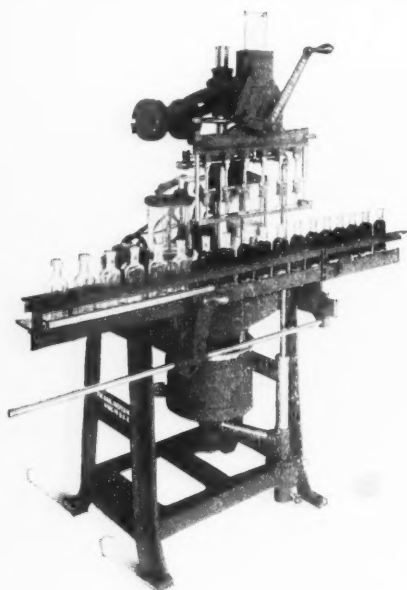
**PUT YOUR PRODUCT AHEAD OF COMPETITION  
WITH THIS CONTINUOUS ATOMIZER**

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Mail me post  
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tinuous Atomizer.

Pin the coupon to your letter head and mail it in. We guarantee that it will bring you a sample of the best insecticide sprayer you have ever tried.

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## The "Cinati" Filler

*Fills light and heavy liquids of all kinds into practically any style or shape of bottle*

A SIMPLE vacuum filling machine that does perfect work.

An unskilled, inexperienced girl can be taught in ten minutes to operate this machine successfully.

She can operate it all day without tiring. Changes from one size bottle to another can be made in three minutes or less.

Changes from one product to another and cleaning of the machine done in five minutes or less.

It bottles your product without drip or spill, mess or waste.

A compact, complete unit—well made, durable, handsome.

No wooden frames or metal trays for holding panel bottles.

Not a cheap angle iron and wood combination with a lot of rubber hose.

Perfect centering of bottles—no jamming or breaking of stems and bottles.

Automatic overflow return system. No glass jars to watch and empty.

Ask for descriptive pamphlet.

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**T**HE new PINE OIL DISINFECTANT and deodorant with the pleasant pine odor and a constant coefficient of 4.5 (Hygienic Laboratory Method). Does not lose strength with age like ordinary pine oil disinfectants. Especially treated by a patented process to prevent oxidation and thus retain its original coefficient. Will retain a coefficient of 4.5 indefinitely.

Available in 55 gal. drums, 5 and 10 gal. cans. Sold only in bulk to the trade for distribution and repacking.

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## Haag & Vince

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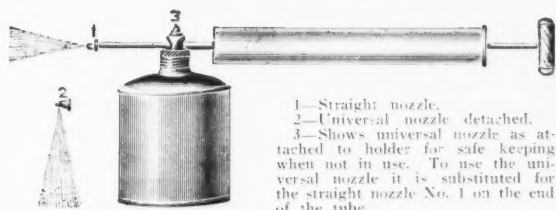
that, in the first case to come up, the fire department has indicated that coal tar disinfectants do, in its opinion, come under that definition and so may not be sold or stocked in anything larger than one gallon cans. In being given every indication that the fire department intended proceeding on this basis against one manufacturer, by refusing to issue the regular annual permit, and then necessarily against every manufacturer, the industry was aroused to concerted action. Two possible avenues of relief present themselves. The fire department's ruling may be taken before the Board of Standards and Appeals for a decision as to its logic. If this results adversely, an amendment to the measure may possibly be secured. This latter has already been secured by other industrial groups, whose business has been seriously handicapped by the law in question.

The meeting brought out the fact that a new law, not so drastic, covering the packing of disinfectants and insecticides, among other materials, was proposed over a year ago, but that no manufacturers of these materials were on hand to urge its passage and it was therefore pigeonholed. The proposed new law provides for containers up to a gallon can or twelve ounce bottle, for goods for retail sale, and allows up to a 55 gallon drum for material

used industrially. These provisions apparently were satisfactory to those at the meeting. It was felt, however, that the simplest way out of the difficulty would be through presenting the fire department's ruling to the Board of Standards and Appeals and to do nothing regarding an amendment to the present law or the passage of the new proposed measure unless the appeal was unsuccessful.

That this is not at all a local problem may be easily understood from the rule governing the sale of household insecticides and similar preparations through retail channels. The law clearly limits the size of bottles to four ounces and requires the use of screw top cans. A number of well known materials are packed in violation of this section of the ordinance and are subject to action by the fire department. As long as they are stocked, sold or transported in New York City they come within the scope of the ruling. Manufacturers outside the city will therefore be affected as seriously as those within if they sell in New York. If the goods are made in New York, a permit for their manufacture must be secured and if they be made outside and sold in New York, the manufacturer must secure a certificate of approval from the fire department.

## Sell a sprayer that will



- 1—Straight nozzle.
- 2—Universal nozzle detached.
- 3—Shows universal nozzle as attached to holder for safe keeping when not in use. To use the universal nozzle it is substituted for the straight nozzle No. 1 on the end of the tube.

# SPRAY

**One that will put your product  
in every crack and crevice!**

After you have spent thousands of dollars in time and money to perfect an insecticide spray, or any other spraying deodorant or disinfectant, why ruin the reputation of your product by selling the user an inefficient sprayer. The ROBERTSON COMPRESSED AIR SPRAYER is continuous in operation—the first of its kind ever built—and will

absolutely insure your spray the best opportunity of proving its worth. Every one of these sprayers is tested before it leaves our factory. We guarantee that it is built from the highest quality material and that it will operate perfectly to your satisfaction. Send for literature and prices—specify quantities needed.

**JAECKH MANUFACTURING CO.**

**422 EAST EIGHTH ST.**

**CINCINNATI**



# Will She Repeat Her Purchase of Your Fly Spray?

In the final analysis it's the results obtained by the consumer that determines the resale of your fly-spray—an inefficient sprayer limits the effectiveness of your product. A leaky sprayer or one that siphons, messes things up—curtails the use of the insecticide and discourages a second purchase.

Each such sprayer sold with your product drags down its repeat sales. *Then why not*

Standardize on  
**LOWELL**  
Quality SPRAYERS

**Guaranteed Perfect** Every sprayer we make whether for our own line or for one of our many insecticide customers is double tested for both workmanship and efficiency and *Guaranteed Perfect*—non-siphoning.

**Lowest Prices** Highly specialized automatic machinery has cut our manufacturing cost to rock bottom. Huge volume production permits a very small margin of profit per sprayer.

**Absolute Reliability in the execution of Shipping Orders** Our production is always carefully scheduled so we can make deliveries exactly when stipulated.

**Well Known** Lowell Sprayers are advertised to your trade and well known as the finest in sprayers.

*Whatever your requirements—don't order until you have Lowell's Proposition.*

**LOWELL SPECIALTY CO.**  
**LOWELL,** **MICH.**



### Merck and P-W-R Merge

Merck & Co., Rahway, N. J., and Powers-Weightman-Rosengarten Co., Philadelphia, have been merged, the assets of the two firms having been taken over by a new corporation, Merck & Co., Inc. The P-W-R owners are being paid half of the \$5,000,000 purchase price in six per cent bonds, the remainder being in stock of the new company. Merck & Co. are accepting stock in Merck & Co., Inc., for the entire amount paid for their business approximately \$4,000,000. George W. Merck is president of the new firm and Frederick Rosengarten is vice president. Merck & Co. was founded in 1896 by George W. Merck, father of present head of the company, the Merck family having been previously identified with German chemical interests for over two hundred years. Powers-Weightman-Rosengarten Co. was established in 1818.

Lehn & Fink Products Co. has elected W. D. Canaday second vice-president, William A. Healy assistant treasurer, and John J. Reiner assistant secretary. Mr. Reiner is in the New York purchasing division, Mr. Healy comptroller at Bloomfield, N. J., and Mr. Canaday assistant sales manager at New York.

### Flood Increase Disinfectant Sales

With the passing of the flood waters has come a situation as serious, if not more so, than the actual flood. Millions of acres covered by stagnant water, sewage systems wiped out and unsanitary living conditions prevalent in many quarters, have resulted in increasing the demand for all sorts of disinfectants, deodorants and related products beyond normal bounds. While crude petroleum is being used for mass disinfecting purposes, special compounds are being most generally used by householders, who returned to their homes to find everything topsy turvy, livestock all over the landscape and sanitary conditions about as dangerously bad as they could be.

Thirty-six Egyptian drug stores will be operated by the newly organized company, Drug Stores of Egypt. The new firm resulted from a consolidation of five drug store chains. All buying will be done through Heppells, Ltd., London, according to a report from the Department of Commerce.

Hercules Powder Co. has appointed F. V. Gumm & Co., Richmond, Va., distributors for Hercules pine oil and rosin in Richmond and vicinity.

## It's easier to get re-orders — with Clifton Products !



### COAL TAR DISINFECTANT

Coefficients 2/3 - 5/6 - 14/16

### SOLUBLE PINE TREE

pale amber, gives a  
snow white emulsion

### PINO CLEANSER

A liquid, vegetable oil cleanser  
used for scrubbing and cleaning  
and where a powerful but  
neutral cleanser is required.

### LIQUID SOAP BASE

High concentration—sparkling clear—Makes up a soft velvety liquid soap at a low cost

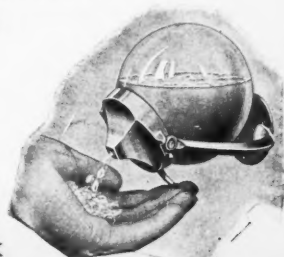
### LIQUID SOAP DISPENSERS

Here are two patented simple  
and practical machines that are  
fool-proof. Guaranteed 10 years.



## CLIFTON CHEMICAL CO., Inc.

Clifton Building  
248 FRONT STREET - NEW YORK



# INSECT POWCO POWDER— BRAND

REG. U.S. PAT. OFF.

*We handle PYRETHRUM exclusively.  
Therefore we are true Specialists.*

**POWCO BRAND Insect Powder is your assurance of  
definite and consistent quality. Why take a chance?**

**JOHN POWELL & CO., INC. 12 WATER ST., NEW YORK**

## CRESYLIC ACID

*All Grades*

*Cresol U. S. P.*

*Cresol Compound*

*Tar Acid Oils*

For  
Disinfectant Makers  
Any Strength  
Frozen and Filtered

Coal Tar Products

**WM. E. JORDAN & BRO.**

2590 Atlantic Avenue, Brooklyn, N. Y.

Telephone: Glenmore 7318-7319

## INSECT POWDER

As one of the largest importers of  
insect flowers, with complete mill-  
ing equipment, specially designed  
for manufacturing powder, we are  
well equipped to serve you.

Only pure, impalpable powder of  
three varieties—made from half-  
closed Dalmatian, closed Dal-  
matian or Japanese flowers—is  
offered by us. *We do not mix these  
varieties.*

### Insect Flowers

*We advise contract purchases—  
Write or wire for contract terms and prices*



**KING & HOWE**

*"Headquarters for Bulk Buyers"*

**75 FULTON STREET - NEW YORK**

*Successors to New York Branch*  
**McLAUGHLIN, GORMLEY, KING CO.**

## SOAP POWDER IN BULK

Manufacturers of aerated and heavy powder  
Supplying jobbing trade only  
Packed in barrels and kegs

*Write for samples and prices*

**AMERICAN SOAP POWDER WORKS, INC.**  
**98-104 Van Dyke Street - - Brooklyn, N. Y.**

Say you saw it in SOAP!



## Production of Citronella

(From Page 31)

the plants are to be harvested within the year. After harvesting the roots are cleaned of earth by washing and dried in the shadow. It is not usual to sell the roots according to quality; purchasers usually look for a more or less white color, and for the rest, the roots must be free from dust and earth and possess a good aroma. Packing for export is done both in gunny sacks and mats. The quantities exported during the last five years from Java are as follows: In 1921, 14 metric tons; 1922, 28; 1923, 47; 1924, 71; 1925, 143. The principal destinations were France and Holland. In some parts, the native inhabitants make fragrant fans and baskets from the vetiver roots.

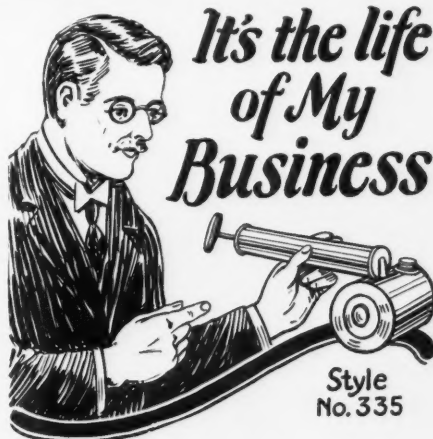
### Oil of Cananga

CANANGA oil is obtained from the flowers of a tree (*Cananga odorata*) which is encountered everywhere in the Netherlands East Indies below an altitude of 1400 metres. It is usually found in low lying districts not far from the coast. The oil is only prepared in two districts in West Java by the native population by means of water distillation, i.e. in Bantam and Cheribon. In the former district, there is also a Chinese factory, the only one of its kind.

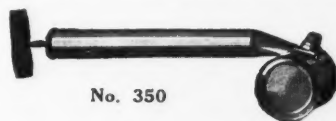
The tree usually flowers twice yearly, and produces in that time about 60 kilos of flowers. To obtain one kilo of cananga oil, about 350 to 400 kilos of flowers are required. The oil is exported in small quantities, but is not shown separately in the customs statistics. The well-known ylang-ylang oil of the Philippine Islands is, owing to its extraordinarily fine perfume, the biggest competitor of the Java cananga oil. The price of ylang is about ten times as high as for cananga.

The growing of the patchouli plant which bears the native name of "nilam" (*Pogostemon cablin*), is encountered in the Netherlands East Indies, with the exception of a few estates in Java, principally as a native cultivation on the West Coast of Acheen (Sumatra). The export of the dried leaf, from which the so-called patchouli oil is extracted elsewhere, has been carried on a comparatively large scale since 1917 to the Straits harbors (for further shipment to Europe and the United States. Last year however, this export trade has lost much of its importance owing to the fact that other cultivations attracted more attention.

The following quantities were exported during the last five years: in 1921, 767 metric tons; 1922, 698; 1923, 1,383; 1924, 1,096; 1925, 556.



"I spent time, money and effort to perfect my product," says a manufacturer of insecticides, "but a large measure of its success is due to the ACME Sprayer. With a sprayer that always works just right, the consumer uses my product oftener, hence gets better results and buys again and again. The ACME Sprayer makes it easy for them to use my product—makes satisfied customers."



### Is Your Product Worthy of a GOOD SPRAYER?

Our capacity, experience and equipment permit us to give you the right kind of sprayer at a favorable price. You can depend on prompt delivery, too. Our factory capacity has recently been doubled by a new addition. If our large line does not contain what you want, we will design a sprayer to your specifications. Every ACME Sprayer is guaranteed.

Write us your requirements

We will submit samples and prices

## POTATO IMPLEMENT CO.

Dept. 34

Traverse City, Michigan

World's Largest  
exclusive manu-  
facturers of hand  
operated sprayers  
and planters



# SOAP POWDER

*Exclusively to  
Manufacturers and Jobbers*

Scouring Powders and other  
similar materials also made  
to specifications.

*What are your requirements?*

Trisodium Phosphate	Sal Soda
Snowflake Crystals	Soda Ash
Caustic Potash	Caustic Soda
Silicate of Soda	Rosin
Boiled-down Soap Stock	Borax

**VERA CHEMICAL COMPANY**  
North Milwaukee  
Wisconsin

*We make a specialty  
of these SOAPS*

**LIQUID SHAMPOO  
SHAMPOO BASE SOAP  
SHAMPOO PASTE  
LIQUID TOILET SOAP  
TOILET BASE SOAP  
SURGICAL GREEN SOAP**

UNIFORMITY of your LIQUID  
TOILET SOAP and SHAMPOO will  
enable you to increase your business.

BUCKEYE BASE SOAP will produce  
a liquid soap or shampoo that will be  
uniform in every respect. An exacting  
chemical analysis insures the uniform  
composition of these soaps.

*Write for samples and prices*

**THE DAVIES-YOUNG  
SOAP COMPANY**  
DAYTON, OHIO

## Continental Can Company, Inc.



We Specialize in  
the manufacture  
of cans for

**FLY SPRAYS  
POLISHES  
SOAPS  
GLYCERINE**

**CHICAGO - JERSEY CITY - DETROIT**

New York, Syracuse, Baltimore, Canonsburg, Pa., Clearing, Ill., Los Angeles

Say you saw it in SOAP!

## Annual Mid-Summer Meeting

(From Page 52)

Lon F. Landers	White Tar Co.
Albert Heller	B. Heller & Co.
Jas. H. Longshore	Continental Chemical Corp.
Louis Brunner	Continental Chemical Corp.
D. P. Smith	Pennsylvania Salt Mfg. Co.
Harry W. Rubel	West Disinfecting Co.
A. V. Cray	Continental Can Co.
Carl M. Black	S. B. Penick & Co.
Ralph C. Jennings	J. L. Hopkins & Co.
C. Old	Rose Rat Exterminator Co.
W. E. Lape	Wm. Cooper & Nephews
C. A. Seguin	American Can Company
W. J. Mullony	American Can Company
C. D. Murphy	C. A. Seguin Company
R. A. St. Laurent	Standard Oil Co., (Indiana)
W. J. McGill	Standard Oil Co., (Indiana)
C. R. Cleveland	Standard Oil Co., (Indiana)
Harry Carter	Interstate Sanitation Co.
Mrs. Pearl T. Roach	Interstate Sanitation Co.
H. L. Kurz	Interstate Sanitation Co.
R. H. Rose	Interstate Sanitation Co.
W. R. Lloyd	Williams Sealing Corpn.
J. C. Haile	Hercules Powder Co.
E. T. Wilander	Hercules Powder Co.
V. W. Mider	U. S. Chemical Co.
C. E. Timson	Wm. Cooper & Nephews

The June issue of "Pilgrim's Progress" issued by the Puritan Chemical Co., Atlanta, Ga., was accompanied by a lucky "gold piece" bearing the trade mark of the company.

## Under your own brand—

an entirely new

## DISINFECTANT

Has cleaning as well as disinfecting properties. Although it has only been on the English market for a short time its success has been remarkable.

## Agents wanted in the U. S. A.

Pack it under your own brand or sell it in bulk. Monopolies will be granted.

**W. McCLELLAN**

Manufacturing Chemists

**BOLTON - - ENGLAND**

# PYRETHRUM

**IF** your problem concerns pyrethrum in any form—  
our analytical and research laboratories are at your service.

**DEPENDABLE - GUARANTEED - SERVICE**

Member



by leaders in Pyrethrum Products  
for almost half a century

**McCORMICK & CO INC** BALTIMORE  
MARYLAND

# FLOOR WAX

LIQUID PASTE POWDER

**UNDER YOUR OWN LABEL**

We print the label

Send for Samples and Quotations

**WINDSOR WAX COMPANY**

Room 1, Pier 11, North River

New York, N. Y.

## DIRECT IMPORTERS

Choice Italian Olive Oil Foots  
Palm Oil, Lagos & Niger  
Palm Kernel Oil  
5% Spanish Olive Oil

Peanut Oil  
Sesame Oil  
Soya Bean Oil  
88/92% Caustic Potash

## DEALERS

P. S. Y. Cotton Oil  
Winter Cotton Oil  
Crude Corn Oil  
Coconut Oil

Tallow  
Animal Grease  
Red Oil  
Stearic Acid

*Stocks carried in New York Warehouse*

**Welch, Holme & Clark Company**  
563 GREENWICH STREET -:- NEW YORK CITY

*Let us show you the advantages in buying*  
**Vegetable Oils and Chemicals**  
*for shipment from Philadelphia*

Since 1897 we have been **DIRECT IMPORTERS** of

Choice Green Italian Olive Oil Foots  
Palm Oil, Genuine Lagos and Niger  
Palm Kernel Oil  
Degras (Woolfat)

Caustic Potash, Electrolytic, 90/92% Guaranteed  
Carbonate of Potash, Calcined, All Tests  
Yellow Pressed Olive Oil Guaranteed Pure  
Cresylic Acid, 97/99%

### Dealers in

Red Oil (Oleic Acid)  
Saponified and distilled  
Stearic Acid  
Fatty Acids

Peanut Oil  
Coconut Oil  
Rapeseed Oil

GET OUR PRICES BEFORE BUYING  
SPOT — FUTURE — CONTRACT

**T. G. COOPER & CO.**

47 and 49 North Second Street

Philadelphia Pa.

## Market Report on TALLOW, GREASES AND OILS

(As of June 8, 1927)

A slowing up in buying, although not at all drastic, was sufficient to cause most vegetable oils and related products to fall off slightly during the period closing. Cottonseed oil held its previous position but tallow, greases, coconut oil, palm oil, olive oil foots, palm kernel oil and other lesser important soap raw materials are all offered under last month's closing figure. Sellers report doing a fair amount of business earlier in the period but the trade has been dull in the past week. Few sizable inquiries have made their way into the market and the small orders have not been coming in regularly. In spite of this spot stocks do not appear excessive, except perhaps on coconut oil, so any substantial increase in activity may take prices back to previous levels.

### COTTONSEED OIL

Some activity was noted earlier in the period, but this appears to have slackened in all

markets toward the close, leaving cottonseed oil rather uninteresting. Prices have not changed from last month's figures, crude oil being named at 8c. P. S. Y. oil sold last at 9½c.

### TALLOW

Last sales were made at 7½c with producers now asking 8c. Only small amounts are being offered, but the trade does not appear particularly interested at this time. Buying has been steady enough through the month, however, and little material has accumulated. Reports from Chicago, where the market is firmer than in other sections, indicate recent sales of prime packers tallow at 8c.

### OLIVE OIL FOOTS

Buyers have shown only very limited interest in olive oil foots and prices have fallen off an eighth of a cent on spot to 9½c. Nothing lower than this figure is offered for futures. Spot stocks are not large.

ESTABLISHED 1827  
**Kendall Mfg. Company**  
Providence, R. I.

National Packaging Machinery Co.  
192 Green Street, Jamaica Plain,  
Boston, Mass.

May 11, 1927

Dear Sirs:

We have received your letter of the 5th asking us to state our experience with your "Improved hand" weighing and filling machine.

We put this machine into service in filling boxes in October, 1924. It has been in practically continuous service during the working day from that time to the present. We have had but a minimum of expense for upkeep and repairs and the machine has not been out of commission for any reason whatsoever for more than half a day at a time during this period. Our daily output on this machine is from 30,000 to 35,000 twelve-ounce packages of soap during nine working hours, being an average of from sixty-one to sixty-five packages per minute. We obtain an accuracy of approximately plus or minus one-eighth of an ounce which is all we require and all we feel it necessary to ask of any machine of this type.

We consider this an excellent record and are glad to pass this information along to you.

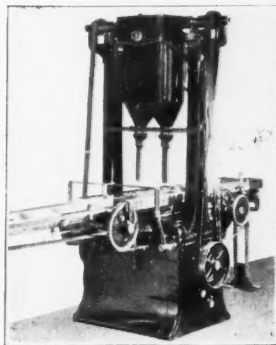
Very truly yours,  
KENDALL MFG. COMPANY.

*Albert P. Farwell*  
Superintendent.

APF:IG

*This letter refers to our  
Model M.K. as illustrated*

## 33,000 to 35,000 Cartons of Soapine daily!



For further particulars send samples of  
your cartons to

**National Packaging Machinery Co.**  
192 Green Street, Jamaica Plain  
Boston, Mass.

# FREY & HORGAN

25 BEAVER STREET

NEW YORK

Telephones - Hanover 5527-28-29

Cable Address "Freyhorgan"

## Vegetable Oils - Tallow - Greases

Coconut Oil

Olive Oil

Oleo Stearine

Palm Kernel Oil

Olive Oil Foots

Oleo Oil

*Buy your private label soaps of every description from a thoroughly reliable house. Any of these products will serve you satisfactorily.*

### Liquid Soap Base

Liquid Soap

Toilet Soap

Potash Soaps

Hard and Soft

Bar Soaps

Soda Soaps

### Scrubbing Compounds

Any Odor

Supplied to Jobbers or for  
Sale under your own brand

PECKS PRODUCTS CO.

ST. LOUIS, U. S. A.

*We have just been appointed  
Sole Eastern Sales Agents for the*

ARMSTRONG PACKING CO.

Dallas, Texas

Texas' Pioneer Manufacturers of

## 65% Boiled Down Cottonseed Soap-stock

Send us your inquiries for any-  
thing from a barrel to carloads  
—A light color, uniform, high  
grade Soap-stock guaranteed.

TUNLEY & CO., INC.  
Produce Exchange - - New York

Telephones 5070-5071 Bowling Green

Castor Oil

Coconut Oil

Peanut Oil

Olive Oil

Corn Oil

Palm Kernel Oil

and Fatty Acids

## Buy VEGETABLE OILS and FATTY ACIDS

direct from the Manufacturer

Corn, Coconut, Cottonseed, Palm Kernel and Peanut Oils  
ALSO THEIR FATTY ACIDS

Sold in Barrels and Drums

Write for samples and prices

C. F. SIMONIN'S SONS, INC.

Manufacturers and Refiners Since 1876

TIOGA &amp; BELGRADE STREETS

— PHILADELPHIA

Say you saw it in SOAP!



## OLIVE OIL

Oil is still very scarce on spot and offerings from abroad continue limited. Prices here range from \$1.75 to \$1.85 a gallon according to seller.

## PALM OIL

Palm oil has been fairly active, taking the entire period as a whole, but sales in the past week have been slow and small. Lagos oil is considerably below last month's closing and Niger has fallen off somewhat. Carlots of Lagos oil are selling at from  $7\frac{1}{2}c$  to  $7\frac{3}{4}c$  with quantity Niger at  $7c$  inside. Lagos futures are at  $7\frac{1}{4}c$ . Shipment Niger is named at  $67\frac{1}{2}c$  a pound.

## PALM KERNEL

Although a further reduction has been made in this item, to  $8\frac{1}{2}c$  a pound, buyers are showing little additional interest as other oils and fats have also slipped somewhat during the month. Spot supplies are small, but even so are considerably larger, proportionately, than demand.

## COCONUT OIL

Coconut oil is being offered freely in New York at  $8\frac{1}{2}c$  inside, with Coast goods at  $8c$ . This represents a quarter cent drop from prices of a month ago. Buyers have been in hiding as far as this item is concerned.

## N. Y. Oil Men Hold Outing

Oil Trades Association of New York held its annual outing at the Briarcliff Lodge, Briarcliff, N. Y., on Thursday June 9. Close to twenty members and guests were on hand early in the morning to get in a practice round of golf, the rest of the crowd arriving about noon by bus or automobile. A luncheon in the Lodge's Mirror Room, with over a hundred in attendance, started the regularly scheduled program. After lunch the vegetable oil men proved that they were not baseball players by allowing themselves to be beaten, 18 to 11, by the petroleum delegation. The winners made ten runs in the first inning and settled the issue at the start. In golf, F. O. Bennett, Bennett-Dexter Oil Co., a visitor from Philadelphia, scored an 86 for low gross. Four ties for second low gross, at 92 resulted in matching for second and third, F. R. Hardie, New York Oil Storage and Transfer Co., and H. T. Cook, a guest of Logan & Allington Oil Equipment, placing in the order named. The first two low net prizes went to petroleum representatives, the vegetable and oil trade just crowding in a third here with C. T. Weiham's 101-30 for a net 71.

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## Liquid Kontakt

for  
High Grade  
Fats

## THE TWITCHELL PROCESS COMPANY

CINCINNATI

## Kontakt D. P.

for  
Low Grade  
Fats

OHIO

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## TEST DARCO YOURSELF

Compare Darco with any other activated carbon as to the quantity needed to do the job. You can easily convince yourself of the saving created by using Darco for Decolorizing, Deodorizing, and Purifying Oils, Fats, Waxes, Glycerine, Sugars, Syrups, Solvents, Chemicals, etc.

## DARCO SALES CORPORATION

General Offices: Liggett Building—45 East 42nd Street, New York, N. Y.

Telephone—"Vanderbilt" 1592-1593

Cable Address—"Darcosale-New York"

New York  
PhiladelphiaBuffalo  
ChicagoSt. Louis  
CincinnatiDistributing Points:  
New Orleans  
San FranciscoSeattle  
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ParisMelbourne  
LondonTokio  
Durban

Works—MARSHALL, TEXAS

Largest Plant of its kind in the World

IMMEDIATE SHIPMENTS — ANY QUANTITY

# MYSORE GOVERNMENT

## East Indian Sandalwood Oil

SOLE DISTRIBUTORS

Essenflour Products, Ltd.

Mysore

S. India

*Distillers of Essential Oils and  
Manufacturers of Perfumery Products*

THE Mysore Government distills and sells only one grade of Oil, a strictly pure genuine Sandalwood Oil put up in distinctive cans and cases, labelled and serially numbered. Oil supplied in other styles of containers may be U. S. P., but we can accept no responsibility for its genuineness or its freedom from adulteration. The buyer who specifies Mysore Oil should receive it in original containers and is then absolutely protected. This oil we offer exclusively in labelled containers. Further protection is insured by the smaller label placed over the cap. This label is numbered and a complete record of each case shipped is kept by us.

***For your own protection, insist on  
Original Cans and Cases***

PACKED IN 100-LB. CASES—EACH CASE  
CONTAINS 4 25-LB. TINS  
SUPPLIED THROUGH YOUR JOBBER

## COX, ASPDEN & FLETCHER

*Sole Agents in U. S. A.*

26 CORTLANDT STREET

PHONE—RECTOR 4586

NEW YORK CITY

CABLE ADDRESS—COXASPEN, N. Y.

Say you saw it in SOAP!

## Market Report on ESSENTIAL OILS AND AROMATICS

(As of June 8, 1927)

**F**OR the past month, there has been a comparatively dull market for essential oils. Demand has been spasmodic with quantities changing hands usually held down to small lots. Competition has been keen among sellers and has tended to prevent any rise in prices where reports from primary markets might warrant such rise. Some oils have developed an oversupply during the period and prices have suffered as a consequence. All in all, the market has been very quiet, with few changes in prices and dealers generally marking time.

### OIL ANISE

There has been no change in the position of anise. Competition for business has been keen, but prices have remained about the same as reported last month. Spot technical oil holds at 58c with U. S. P. at 60c to 65c lb.

### OIL BERGAMOT

Although lower cables were received from Italy for bergamot early this month, they did little to change the spot market. Holders of standard goods are still asking their former prices of \$6.00 lb. all the way to \$6.75 as to quantity and brand. Demand has been very quiet.

### OIL BOIS DE ROSE

Only the ordinary routine demand has been reported. Prices vary as to quantity and seller all the way from \$2.10 to \$2.25 lb. spot. Consumer requirements at the moment give the appearance of being covered.

### OIL CARAWAY

The consumption of this oil by the soap trade has become very small during recent years. Where it used to be in active demand, at present a jump in the price of seed abroad had little or no effect on the oil market here.

### OIL CASSIA

This oil has remained quiet and unchanged. The situation in China still has had no effect on spot prices. Technical oil is quoted at \$1.70 to \$1.75 lb. and refined oil at \$1.95 to \$2.05 lb., the same figures which ruled a month ago.

### OIL CEDARWOOD

Prices for cedarwood oil of good grade seem to have settled down to 30c to 35c lb. spot drums, according to seller and quantity. Oil

cedarleaf is quoted at \$1.10 up to \$1.25 lb. spot as to seller.

### OIL CITRONELLA

Larger supplies of Java citronella both in primary markets and on spot brought out further decline in prices during the month. Demand has been limited as well to routine quantities. The new range for Java oil in drums is now 48c lb. to 53c as to seller and quality. Ceylon oil remains quiet and dull, with supplies ample, at 33c lb. to 34c spot drums.

### OIL GERANIUM

The price on spot for both Bourbon and African oils has moved up slightly during the month in spite of strong resistance. Demand has been none too active from large consumers, but reports of higher prices in primary markets strengthened the situation here sufficiently to move prices upward. At the close dealers named \$3.00 lb. spot drums for either type oil. However, \$2.90 was possible in some quarters for drums at the close. This is compared with \$2.75 last month.

### OIL LAVENDER

Dullness and a tendency to shade some quotations in competition have been noted during the period. Demand has been slow and offerings somewhat larger. Spot prices range widely as to quality, all the way from \$3.50 up to \$4.50 lb.

### OIL PEPPERMINT

Everybody is looking to 1928 production which bids fair to be of good size and quality this year, judging from early reports. Spot prices have been steady without change from last month's figures, \$3.50 to \$3.75 lb. natural and \$3.75 to \$4.00 for U. S. P. Spearmint holds at \$3.75 to \$4.00 lb. spot.

A factory for the hydrogenation of oils is being built at Brescia, Italy, by the Societe Stereol, the first such plant for that country. The company is newly formed, a subsidiary of a chemical company, and will enlist the co-operation of the chemical firm and of oil producers.

Morana, Inc., New York perfuming material house, has moved its Chicago office to larger quarters in the new Builders Building, N. La Salle St. and West Wacker Drive.

# "COLUMBIA BRAND"

## Caustic Soda

SOLID — FLAKE  
GROUND — LIQUID



## Soda Ash

LIGHT —  
DENSE

### Columbia Chemical Division

Pittsburgh Plate Glass Co., Barberton, Ohio

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We have been making SILICATE OF SODA in various grades and various forms, especially adapted to use in the manufacture of soap, so many years that GRASSELLI leadership in quality and service is definitely established throughout the industry.

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Chicago	Paterson
Cincinnati	Philadelphia
Cleveland	St. Louis
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# GRASSELLI GRADE

*A Standard Held High for 88 Years*

Say you saw it in SOAP!

## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of June 8, 1927)

**F**OR this season of the year, when business begins to show a dropping off, demand for chemicals can be termed good. A steady movement of contract materials from manufacturers in most every line is reported. Spot demand for small quantities is not particularly active, but the volume of chemical products moving into consumption is large, considerably larger than the average for early June. Prices show slight changes, being fairly well distributed between advances and declines. A continuation of general industrial activity sustains the chemical market well.

### ALKALIES

Reports indicate that there has been a material reduction in stocks of alkalies, particularly caustic soda, through export channels and that the basic position in this country is consequently firmer. With present large production and consumption, there is an unusually accurate balance which is acting to stabilize prices at current levels. This is apparently in spite of several production increases, particularly in by-product caustic, thus far this year. Contract for caustic, standard brands, is still \$3.00 cars works drums; for light ash, \$1.57½ still rules.

### GLYCERIN

General dullness and weakness have pervaded the glycerin market for the better part of the past month. Demand for glycerin has been below normal and there has been an accumulation of stocks in certain quarters. Holders of glycerin, however, are apparently of the opinion that there is going to be a big consumption of glycerin this year, and what business does not materialize now will have to come later. This has tended to minimize cutting. Present prices are lower than last month with dynamite easy at 23c lb. drums; soap lye 15½c; saponification 17c; C. P. 25½c Chicago. Demand for the latter grade has been better than the others. Losses for the month have run from ½c on C. P. to 1¼c lb. on the others.

### ROSINS

The month saw mixed moves in rosin prices. The pale grades lost sharply in the trading on larger receipts at Southern points. Particularly WW which was off \$2.50 bbl. during the period. The lower grades held firmly and showed

a net gain in price for the month of some 25c bbl. The gains in stocks at Savannah and Jacksonville early in June were large due to much bigger shipments from the country. Predictions recently made are for an exceptionally good production of all grades this season. The movement into consumption has been heavy, but has not kept pace with receipts. Spot prices at the close were: B, \$10.00; F, \$10.15; K, \$10.25; N, \$10.30; WG, \$11.25; WW, \$12.80 bbl.

### COAL TAR PRODUCTS

Demand for creosote oil has continued active with shipments going forward on contract in good volume at unchanged prices. The market is firm at 14c gal. to 16c works, as to grade and shipper. Cresylic acid continued firm with demand fairly active. Price were firm at 65c to 68c gal. spot for either pale or dark acid at the close. Cresol still 17½c contract up to 20c spot with stocks as short as ever. Naphthalene firm and in good demand for spot seasonal shipment at 4½c to 6c lb. for flake as to quantity. Tar acid oil was firm and quiet without change at 26c to 30c gal. as to grade, the latter being for 25% goods.

### CAUSTIC POTASH

Open market material is being supplied solely by importers at 7½c to 8c lb. spot as to quantity. The American makers are reported sold up and handling contract business exclusively. Demand is active and the market tone very firm.

### MISCELLANEOUS PRODUCTS

Sodium fluoride was not quite as strong as previously at the close with 8¾c up to 9½c being heard on spot with some shading. Trisodium phosphate continues very firm with demand active at 4c lb. cars barrels up to 5c for less. Carnauba waxes closed slightly easier. Insect powder holds firm at 23c to 26c lb. spot as to seller, in spite of cool weather for the past month. Demand for formaldehyde has been larger. Prices are unchanged at 11¼c carlots, 11½c lb. up for less. Alcohol prices have been advanced by several leading distillers.

Lite Mineral Soap Co., Aurora, Ill., has recently established a Chicago office at 3215 West Lake St.

# TRI-SODIUM PHOSPHATE

The uniformly high  
quality of the General  
Chemical Company's  
output of Tri-Sodium



Phosphate justifies its  
adoption as standard  
by discriminating buy-  
ers.

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**Q**UICK deliveries of large or small orders of Diamond Caustic Soda or Soda Ash are assured to every Soap Manufacturer. The complete Diamond Plants at Painesville, Ohio, and the nationwide warehouse stocks available in every large industrial center, insure unsurpassed delivery service to every alkali user in the United States.

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### DIAMOND ALKALI COMPANY

PITTSBURGH, PENNSYLVANIA

58% Soda Ash

76% Caustic Soda

Modified Soda

Special Alkalies

Bicarbonate of Soda

*There are Diamond Stocks in Your Vicinity*

Say you saw it in SOAP!



# CURRENT PRICE QUOTATIONS

## Chemicals

Acetone, C. P., drums	lb.	.13	.14
Acid, Boric, bbls.	lb.	.09	.10
Cresylic, 95%, dk., drums	gal.	.66	.69
97-99%, pale, drums	gal.	.66	.69
Formic, 85%, tech.	lb.	.11	.12
Oxalic, bbls.	lb.	.12	.13
Salicylic, tech.	lb.	.28	.30
Sulfurous, 6% cbys.	lb.	.06	.07
Adeps Lanae, hydrous, bbls.	lb.	.16	.20
Anhydrous, bbls.	lb.	.17	.21
Alcohol, Ethyl, U. S. P., bbls.	gal.	3.90	4.00
Complete Denat., No. 5, drums ext. gal.	gal.	.45	.47
Ammonia Water, 26 deg., drums wks.	lb.	.03	.04
18 deg., drums wks.	lb.	.02½	.03
Ammonium Carbonate, tech., bbls.	lb.	.10½	.13
Bay Rum, Porto Rico, denat., bbls.	gal.	.85	.95
St. Thomas, bbls.	gal.	.85	.90
Benzaldehyde, U. S. P.	lb.	1.20	1.40
Technical	lb.	.68	.72
Bleaching Powder, drums	100 lb.	2.40	3.00
Borax, pd., cryst., bbls., egs.	lb.	.04½	.05
Carbon Bisulphide, drums	lb.	.06	.07
Carbon Tetrachloride	lb.	.07	.08
Caustic, see Soda Caustic, Potash Caustic			
China Clay, filler	ton	20.00	40.00
Cresol, U. S. P., carbys.	lb.	.18	.20
Cresote, U. S. P., carbys.	lb.	.42	.45
Cresote Oil, drums	gal.	.14	.17
Formaldehyde, bbls.	lb.	.11½	.12
Fullers Earth, bags	ton	25.00	35.00
Glycerin, C. P., drums	lb.	.25½	.26
Dynamite, drums	lb.	.23	.24
Saponification, tanks	lb.	.17	.18
Soap, lye, tanks	lb.	.15½	.16
Hexalin, drums	gal.	4.75	5.00
Iodine, resubl. jars	lb.	4.65	4.90
Iodoform, bottles	lb.	6.00	6.50
Kieselguhr, bags	ton	65.00	75.00
Lanolin, see Adeps Lanae			
Lead Acetate (Sugar Lead), white	lb.	.15	.16
Line, live, bbls.	100 lb.	1.10	1.20
Menthol cases	lb.	4.25	4.50
Synthetic	lb.	3.75	4.00
Mercury Bichloride, kegs	lb.	1.20	1.30
Naphthalene, ref. flakes, bbls.	lb.	.05	.06
Nitrobenzene (Myrbane), drums	lb.	.09	.12
Paraffin, cases, slabs	lb.	.06½	.07
Paradichlorobenzene, bbls.	lb.	.18	.20
Paraformaldehyde, cases	lb.	.50	.60
Petrolatum, bbls. (as to color)	lb.	.03	.13
Phenol (Carbolic Acid), drums	lb.	.17	.20
Pine Oil, bbls.	gal.	.72	.73
Potash, Caustic, drums	lb.	.07½	.08
Potassium Bichromate, casks	lb.	.09	.09½
Pumice Stone, powd.	100 lb.	3.00	3.50
Rosins (600 lb. bbls. gross for net)—			
Grade B to II, basis 280 lb. bbl.	bbl.	10.00	10.25
Grade K to N	bbl.	10.25	10.30
Grade WG and WW	bbl.	11.65	12.80
Wood, works	bbl.	—	8.25
Rotten Stone, powd., bbls.	lb.	.02½	.05
Silica, Ref., floated	ton	20.00	30.00
Soda Ash, Contract, wks., bags	100 lb.	1.38	1.50
Five bbls. up, local	lb.	2.29	2.50
Soda Caustic, Contract, wks. sid.	100 lb.	3.00	3.20
Five drums up, solid, local	lb.	3.76	3.90
Five drums up, grnd. flk.	100 lb.	4.41	4.65
Soda Sal, bbls.	100 lb.	1.30	1.50
Soda, Sesquicarbonate, bbls.	100 lb.	3.00	3.75
Sodium Chloride (Salt)	ton	13.00	20.00
Sodium Fluoride, bbls.	lb.	.09	.10
Sodium Hydrosulphite, bbls.	lb.	.24	.28
Sodium Phosphate, bbls.	lb.	.04	.05
(Trisodium phosphate)			
Sodium Silicate, 40 deg., drums	100 lb.	.80	1.25
Drums, 60 deg., wks.	100 lb.	1.70	2.00
In tanks, 10c less per hundred works.			
Tar Acid Oils, 15-25%	gal.	.26	.30
Zinc Stearate, bbls.	lb.	.20	.22

## Oils—Fats—Greases

Castor, No. 1, bbls.	lb.	.13½	.14½
No. 3, bbls.	lb.	.12½	.13½
Blown, bbls.	lb.	—	.16½
Coconut, bbls., N. Y.	lb.	.08½	.09½
Tanks, Coast	lb.	—	.08
Cod, Newfoundland, bbls.	gal.	.63	.65
Tanks, N. Y.	gal.	.61	.63
Copra, bags, Coast	lb.	—	.05½
Corn, ref., bbls., N. Y.	lb.	—	.11
Crude, tank mills	lb.	—	.08
Bbls., N. Y.	lb.	—	.09½
Cottonseed, crude, tanks mill	lb.	—	.08
PSY., bbls., N. Y.	lb.	.09½	.09½
Degras, Amer., bbls., N. Y.	lb.	.04½	.05
English, light, bbls., N. Y.	lb.	.05½	.06
Brown, bbls., N. Y.	lb.	.05	.05½
Light brown, bbls., N. Y.	lb.	.04½	.04½
Dark, bbls., N. Y.	lb.	.04	.04½
Neutral, bbls., N. Y.	lb.	.08½	.09
Greases, choice white, bbls., N. Y.	lb.	.07½	.10
Yellow	lb.	—	.06½
Brown	lb.	—	.06½
House	lb.	—	.06½
Bone Naptha	lb.	—	.06½
Lard, prime steam, tierces	lb.	—	.13½
Compound, tierces	lb.	—	.11½
Lard Oil, edible prime	lb.	—	.15
Off prime, bbls.	lb.	—	.13
Extra, bbls.	lb.	—	.12
Extra, No. 1, bbls.	lb.	—	.10½
No. 2, bbls.	lb.	—	.10½
Linseed, raw, bbls., spot	lb.	.11½	.12
Tanks, raw	lb.	—	.10½
Boiled, 5 bbl. lots	lb.	—	.11½
Menhaden, Crude, tanks, Balt.	gal.	—	.47½
Light pressed, bbls.	lb.	.60	.62
Yellow, bleached, bbls.	gal.	.63	.65
Extra bleached, bbls.	gal.	.65	.67
Oleo Oil, No. 1, bbls., N. Y.	lb.	—	.13½
No. 2, bbls., N. Y.	lb.	—	.12½
No. 3, bbls., N. Y.	lb.	—	.11½
Olive, denatured, bbls., N. Y.	gal.	1.75	1.85
Edible, bbls., N. Y.	gal.	2.40	2.75
Foots, bbls., N. Y.	lb.	—	.09½
Shipments	lb.	—	.09½
Palm, Lagos, cask spot	lb.	.07½	.07½
Shipments	lb.	—	.07½
Xiver, casks, spot	lb.	—	.07
Shipments	lb.	—	.06½
Palm Kernel, casks shipment	lb.	—	.08½
Peanut, refined, bbls., N. Y.	lb.	.14½	.16
Crude, bbls., N. Y.	lb.	—	.11
Red Oil, distilled, bbls.	lb.	—	.09½
Saponified, bbls.	lb.	.09½	.10
Tanks	lb.	—	.09
Soya Bean, crude, tks., Pacific Coast	lb.	—	.09½
Crude, tanks, N. Y.	lb.	—	.11½
Crude, bbls., N. Y.	lb.	—	.12½
Refined, bbls., N. Y.	lb.	—	.14
Stearic Acid, s. p. 200 lb. bags	lb.	—	.11½
Stearine oleo, bbls.	lb.	.09½	.09½
Double Pressed	lb.	.11½	.12
Triple pressed, bgs.	lb.	.13½	.14
Tallow, edible tierces	lb.	—	.08½
City, extra loose	lb.	—	.07½
Tallow oils, acidless, tanks, N. Y.	lb.	—	.10½
Bbls., c/l, N. Y.	lb.	—	.10½
Whea. nat. winter, bbls., N. Y.	lb.	—	.78
Blchd., winter, bbls., N. Y.	gal.	—	.80
Extra blchd., bbls., N. Y.	gal.	—	.82

## What are your perfume requirements?

Here are two distinct lines of perfume oils, especially adapted for perfuming soaps and disinfectants.

### "SAPORA"

**T**HE SAPORA oils are intended for perfuming toilet soaps and disinfectants, theatre sprays and deodorants of the finer quality. They are priced uniformly, at five dollars a pound, with discounts for quantity or contract requirements.

For toilet soaps, eight ounces of any SAPORA oil will satisfactorily perfume 100 pounds of soap. Four ounces to each hundred pounds are sufficient for liquid soaps. Disinfectants, and allied products, require one ounce to the gallon.

These oils are available in almost any flower odor and in a wide variety of bouquets.

*Tell us at what prices you might be interested, when writing for samples and quotations. Then we'll be sure to send information that will suit your requirements.*

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### "SOAPOL"

**S**OAPOL perfume oils are made for use in laundry, liquid, hand and household soaps and in all disinfectants, household insecticides, theatre sprays, fly sprays and similar products. They cost from thirty cents to \$2.65 a pound, in average quantities. Special prices are quoted on contract or larger quantity orders.

Although these prices are unusually low the oils themselves are of good quality and will produce very satisfactory results. Their continued use, by a number of soap and disinfectant manufacturers, proves that they are meeting all expectations.

St. Louis  
Portland, Ore.

## CITRONELLAL for Soap

*Cheaper than Citronella Java  
Goes Farther*

### A. M. TODD COMPANY

KALAMAZOO

MICHIGAN

BUSINESS ESTABLISHED IN 1869

Say you saw it in SOAP!

Almond  
Bitter  
Sweet  
Apricot  
Anise  
U. S.  
Bay, ti  
Bergam  
Artifi  
Birch T  
Crude  
Boise d  
Cade, c  
Cajuput  
Calamu  
Campho  
White  
Canang  
Rectif  
Carawa  
Casia,  
Redis  
Cedar  
Cedar  
Citron  
Java,  
Cloves,  
Copalbo  
Eucaly  
Fennel,  
Gerani  
Bour  
Hemloc  
Lavend  
Spice  
Lemon

## Essential Oils

Almond, Bitter, U. S. P. ....lb.	2.90	3.50	Lemongrass, native, cans .....lb.	.90	1.00
Bitter, F. F. P. A. ....lb.	3.00	3.75	Linaloe, Mex., cases .....lb.	2.25	2.40
Sweet, cans .....lb.	.80	.85	Neroli, Bigarde, 1/2 & 1 lb. bot. ....lb.	75.00	100.00
Apricot, Kernel, cans .....lb.	.60	.62	Petale, 1 lb. bot. ....lb.	100.00	125.00
Anise, Tech., cans .....lb.	.58	.60	Artificial, 1 lb. bot. ....lb.	10.00	20.00
U. S. P., cans .....lb.	.60	.65	Nutmeg, U. S. P., tins .....lb.	1.65	1.70
Bay, tins .....lb.	1.85	1.95	Orange, bitter, tins .....lb.	2.70	2.90
Bergamot, coppers .....lb.	6.00	6.50	Sweet, W. Ind., tins .....lb.	2.50	2.60
Artificial, cans .....lb.	2.50	3.50	Italian, cop. ....lb.	2.75	3.00
Birch Tar, rect., bot. ....lb.	.55	.60	Distilled .....lb.	1.70	1.80
Crude, tins .....lb.	.18	.20	Origanum, cans tech. ....lb.	.25	.28
Boise de Rose, tins .....lb.	2.10	2.50	Patchouli .....lb.	7.00	7.50
Cade, cans .....lb.	.27	.29	Pennyroyal, dom. ....lb.	1.90	2.00
Cajuput, native, tins .....lb.	.75	.80	Imported .....lb.	1.60	1.70
Calamus, bot. ....lb.	3.75	4.00	Peppermint, nat. cases .....lb.	3.50	3.75
Camphor, Sassy, drums .....lb.	—	1.14 1/2	Relis, U. S. P., cases .....lb.	3.75	4.00
White, drums .....lb.	.11 1/2	.12	Petit Grain, S. A., tins .....lb.	1.60	1.70
Cananga, native, tins .....lb.	—	4.50	Pinus Sylvestris .....lb.	.85	1.25
Rectified, tins .....lb.	—	5.00	Pumilio, U. S. P. ....lb.	2.25	2.50
Caraway Seed .....lb.	1.65	1.75	Rose, French .....oz.	9.00	9.50
Cassia, 80-85 % .....lb.	1.65	1.70	Bulgarian .....oz.	9.50	11.00
Redistilled, U. S. P., cans .....lb.	1.95	2.10	Artificial .....oz.	2.00	2.75
Cedar Leaf, tins .....lb.	1.10	1.20	Rosemary, U. S. P., drums .....lb.	.48	.55
Cedar Wood, light, drums .....lb.	.30	.32	Tech., lb. tins .....lb.	.34	.40
Citronella, Ceylon, drums .....lb.	.33	.37	Sandalwood, E. Ind., U. S. P. ....lb.	7.00	7.25
Java, drums .....lb.	.48	.52	W. Indian (Amayris) .....lb.	1.80	2.00
Cloves, U. S. P., cans .....lb.	1.40	1.50	Sassafras, U. S. P. ....lb.	.80	1.00
Copaiba .....lb.	1.00	1.05	Artificial .....lb.	.27	.28
Eucalyptus, Austl., U. S. P., cans .....lb.	.56	.57	Spearmint, U. S. P. ....lb.	3.75	4.00
Fennel, U. S. P., tins .....lb.	.80	.90	Spruce .....lb.	.90	1.00
Geranium, African, cans .....lb.	2.90	3.25	Thyme, red, U. S. P. ....lb.	.75	.80
Bourbon, tins .....lb.	2.90	3.25	White, U. S. P. ....lb.	.95	1.00
Hemlock, tins .....lb.	.90	1.00	Tech. ....lb.	.65	.70
Lavender, U. S. P., tins .....lb.	3.50	4.50	Vetivert, Bourbon .....lb.	12.00	15.00
Spike, Spanish, cans .....lb.	1.00	1.30	Java .....lb.	20.00	22.00
Leimon, Ital., U. S. P. ....lb.	2.30	2.45	Ylang Ylang, Bourbon .....lb.	6.00	8.00

## HEADLOCK NESTING CANS

(5 to 55 Gallons Capacity)

Just right for moving stock, such as liquids, around the factory

Black — Galvanized  
Tinned

No Spilling—No wasting of materials  
No evaporation of contents  
Water-tight and Indestructible  
Suitable for any liquid, paste or powder  
Easily cleaned—Quickly opened or closed  
Interchangeable Lid

An exceptionally strong Shipping Container  
Will stand rough handling—No casing required  
Will nest for return shipment

Capacity	Diam.	Height	Weight	Price BLACK
5 gals.	12 1/2"	13"	19 lbs.	\$1.75
10 gals.	14 1/2"	26"	27 lbs.	2.25
20 gals.	20 "	26"	42 lbs.	4.50
30 gals.	21 "	34"	65 lbs.	6.00
55 gals.	25 "	35"	80 lbs.	7.00

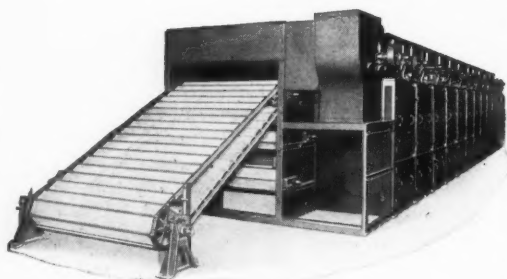
Prices of Galvanized and Tinned Nesting Cans on Request

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**N**EXT to quality comes low price quantity production in drying chip soap. Both quality and quantity results are obtained by the use of the Sargent Three Swing Shelf Conveyor progressive

stage Chip Soap Drying Machines. These machines may be had with or without Chilling Rolls.

**C. G. SARGENT'S SONS CORP.**

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## ITALIAN PUMICE STONE

*is the best abrasive for  
Soaps, Scouring Powders  
and Mechanics' Soaps*

**WE GUARANTEE A CLEAN PRODUCT, FREE FROM ANY  
BLACK SPECKS, EVENLY BOLTED AND 99% PUMICE**

*Let us quote you on your requirements*

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**"The ONLY concern in the U. S. specializing ONLY in Pumice Stone"**

**Aromatic Chemicals****ISOLATES**

Anethol .....	lb.	1.00	1.25
Citral .....	lb.	2.75	3.00
Citronellal .....	lb.	2.50	3.00
Eucalyptol, U. S. P. ....	lb.	.90	.95
Eugenol, U. S. P. ....	lb.	2.75	3.00
Geraniol, Domestic .....	lb.	2.25	3.50
Imported .....	lb.	2.50	3.75
Iso-Eugenol .....	lb.	3.75	3.90
Linalool .....	lb.	4.50	6.50
Rhodinol .....	lb.	16.00	20.00
Safrol .....	lb.	.29	.31
Thymol, U. S. P. ....	lb.	2.90	3.00

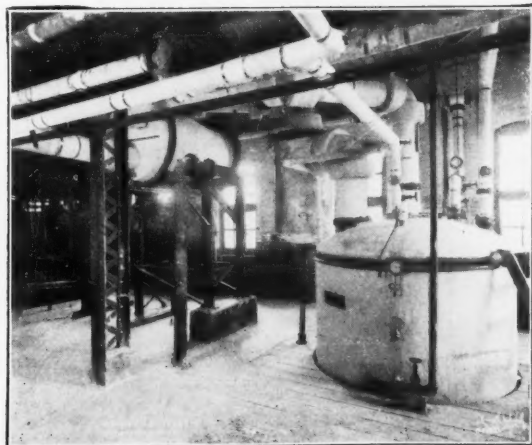
**SYNTHETICS**

Acetophenone, C. P. ....	lb.	3.50	3.75
Benzaldehyde, tech. ....	lb.	.70	.75
Benzyl Acetate .....	lb.	1.35	1.50
Alcohol .....	lb.	1.45	1.50
Benzoate .....	lb.	1.10	1.25
Citronellol .....	lb.	5.00	8.00
Citronellyl Acetate .....	lb.	13.00	14.00
Commurin .....	lb.	3.60	3.75
Diphenyl oxide .....	lb.	1.00	1.25
Geranyl Acetate .....	lb.	4.50	5.00
Heliotropin, dom. ....	lb.	1.75	2.00
Hydroxycitronellal .....	lb.	10.00	11.00
Indol, CP .....	oz.	6.00	6.50
Ionone .....	lb.	6.00	9.00
Linalyl Acetate .....	lb.	3.50	7.50
Menthyl .....	lb.	3.75	4.00
Methyl Acetophenone .....	lb.	3.75	4.25
Anthranilate .....	lb.	2.50	3.25
Paracresol .....	lb.	8.00	9.00
Salicylate, U. S. P. ....	lb.	.47	.50

Mirbane, rect. ....	lb.	.11	.15
Musk Ambrette .....	lb.	7.00	8.00
Ketone .....	lb.	7.00	10.00
Xylene .....	lb.	2.75	3.25
Phenylacetaldehyde .....	lb.	5.00	8.00
Phenylacetic Acid, 1 lb. bot. ....	lb.	3.00	3.25
Phenylethyl Alcohol, 1 lb. bot. ....	lb.	5.00	6.50
Terpinyl Acetate, 25 lb. cans .....	lb.	1.10	1.40
Terpeneol, CP, 1,000 lb. drs. ....	lb.	.35	.38
Cans .....	lb.	.37	.40
Vanillin, U. S. P. ....	lb.	7.50	8.00
Yara Yara .....	lb.	1.50	2.50

**Miscellaneous**

Insect Powder, bbls. ....	lb.	.23	.27
Concentrated Extract .....	gal.	2.00	2.10
<b>Gums—</b>			
Arabic, Amb. Sts. ....	lb.	.11	.13
White, powdered .....	lb.	.19	.20
Karaya .....	lb.	.10	.15
Tragacanth, Aleppo, No. 1 .....	lb.	1.55	1.65
Sorts .....	lb.	.50	.60
Turkish, No. 1 .....	lb.	1.20	1.30
<b>Waxes—</b>			
Bayberry, bgs. ....	lb.	.25	.27
Bees, white .....	lb.	.55	.60
African, bgs. ....	lb.	.39	.40
Refined, yel. ....	lb.	.45	.46
Candelilla, bgs. ....	lb.	.35	.37
Carnauba, No. 1 .....	lb.	—	.75
No. 2, Yel. ....	lb.	.47	.48
No. 3, Chalky .....	lb.	.30	.35
Japan, cases .....	lb.	.19	.20
Paraffin, ref. 125-130. ....	lb.	.06½	.07
Pine Oil, stm. dist. ....	gal.	.72	.75
Tar Oil, bbls. dist. ....	gal.	.50	.55
Commercial grade. ....	gal.	.32	.40

**WURSTER & SANGER, INC.****GLYCERINE REFINING PLANTS**

WURSTER & SANGER Glycerine Refining Plants are installed because they have the following advantages:

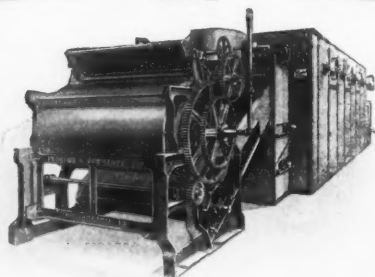
- High yield of distilled glycerine.
- High percentage of salable glycerine obtained on direct distillation.
- Low steam consumption.
- Extreme simplicity of operation.
- Compactness of the plant.
- Low operating cost.

**New Plants Designed—  
Old Plants Remodeled**

**Complete Plants for**

- Crude, Dynamite and C. P. Glycerine
- Laundry, Toilet and Liquid Soaps
- Spray-Process Soap Powder
- Fatty Acid Distillation
- Fat Splitting, Stearic Acid and Red Oil
- Refining of Fats and Oils
- Hydrogenation of Oils

**WURSTER & SANGER, INC.**  
5201 Kenwood Avenue  
Chicago



## THIN CHIPS!

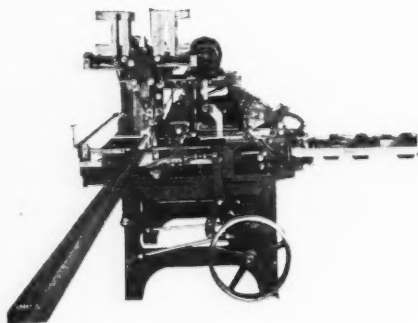
This new Proctor Dryer produces Soap Chips of transparent thinness—exactly the kind now in popular demand for package laundry soap—also the chip that can be produced most efficiently in making cake toilet soap.

New throughout—new chilling rolls—new dryer, this machine not only produces the most satisfactory soap chip, but it excels in high capacity, saving of floor space, reduced steam consumption, low cost of operation. Write.

**PROCTOR & SCHWARTZ, Inc.**  
PHILADELPHIA



## You are interested—



in wrapping your soap neatly and securely at a minimum cost.

This machine operates at a speed of from 100 to 175 per minute, depending on the size and shape of the cake to be wrapped and the character of the wrapper used.

## Ferguson & Haas, Inc.

517 Greenwich Street - New York

*Manufacturers of*

**Toilet and Laundry Soap Wrapping Machines  
Soap Powder Carton Wrapping and Sealing Machines**

*Send us samples and let us give you complete details*



## Chemistry of Soap Process

(From Page 27)

a time, during ten to twelve hours, the mixture being well agitated, and the temperature kept below 40°C. by cooling water if necessary, until the dark brown viscous liquid, when shaken up with cold water in a test tube, gives a clear solution, which, in standing, may develop a slight turbidity, but must not separate any layer of oil. The contents of the cask are then run off into another vessel with a conical bottom, containing a concentrated solution of Glauber's salt, well mixed and allowed to stand twenty-four hours. The salt solution is run from below the oily layer, and after again standing and separating from the small amount of oil, it may be employed in dyeing as a Glauber salt and sulfuric acid solution. The sulfo-oleic acid remaining forms a brown viscous oil, soluble in water and strongly acid.

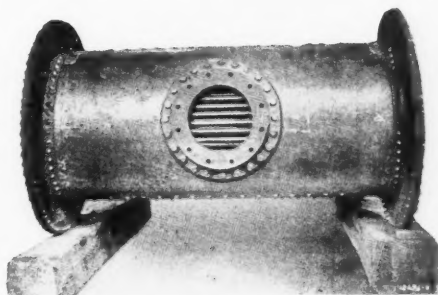
### Metal Polishing Soaps and Pastes

**S**OLID Metal Polishes—These contain (besides a semi-hard soap, such ingredients as calcium carbonate, (marble dust, precipitated chalk, whiting), tripoli, kieselguhr, iron oxide. These materials must be very fine powders, otherwise the metallic surfaces will be scratched. For silver polishing soaps sometimes milled soaps and soft soaps are used, but

usually a coconut soap often cold stirred is employed.

**Silver Polishing Soaps (Miller Silver Soap)**—Fifty lbs. good white curd soap with a good content of moisture is passed through the milling machine and then mixed with 50 lbs. of finest precipitated chalk, 5 lbs. white refined glycerin, and 7 oz. of a mixture of equal proportions of lavender oil and French geranium oil. The mixture is added to the mill in small portions at a time. The glycerin acts in rendering the stiff mass more pliable in passing through the rollers. If necessary, the rollers must be moistened with dilute glycerin. The milled soap is then passed through the plodder and stamped. The soap thus produced is of good appearance, and is applied to the object to be polished by means of a piece of flannel moistened with warm water. The surface is then rubbed until the correct "shine" is attained.

**Automobile Soaps** must not only be free from excess alkali but any added detergent. They are of two kinds, soft and hard. Soft auto-soaps are made with potash. There may be some soda used, but potash is best because it dissociates less to produce free alkali, and free alkali is deleterious to enamels and lacquers. The soap stocks used vary considerably and are generally mixtures of fats containing



GARRIGUE Counter-Current Surface Condenser  
used in Glycerine Distillation Plant.

**T**HE characteristic features of GARRIGUE Glycerine Refineries are:—

Simplicity of operation.

Steam and power economy.

Maximum recovery of high gravity glycerine in a single distillation.

Economy of floor space.

Complete elimination of unnecessary pumping or intermediate storage of glycerine liquors.

## WILLIAM GARRIGUE & CO.

INCORPORATED

9 So. Clinton Street

Chicago

Complete installations for  
GLYCERINE DISTILLATION

OIL BLEACHING  
FATTY ACID DISTILLATION

OIL REFINING  
OIL HYDROGENATION

GLYCERINE RECOVERY

# THE SUPERFOS COMPANY

535 PEARL STREET

NEW YORK, N. Y.

Sole American Distributors of electrolytic

## CAUSTIC POTASH

90/92% Westeregeln Brand

Fused, Broken, Flakes and Powder

Manufactured by the CONSOLIDIRTE ALKALIWERKE

90% actual KOH guaranteed

Imported CHLOROPHYLL, Oil and Fat Soluble

Manufactured by HOLZVERKOHLUNGS INDUSTRIE

### FLUOSOUR

The Ideal Laundry Sour

### FLUOREX

A Concentrated Fluorine Insecticide

Manufactured by the AMERICAN FLUORIDE CORPORATION

## THE NEWPORT PRODUCTS

for  
soap  
makers

### TETRALIN and HEXALIN

Hydrogenated Coal Tar Bases with  
High Boiling Points and  
Better Dissolving Properties

for oils, waxes, greases and fats than the sol-  
vents commonly used — therefore they are  
ideal for incorporation with Soaps and Deter-  
gents destined to be used in textile processing.



The Newport Chemical Works, Inc.  
Passaic, New Jersey

Branch Offices and Warehouses:

Boston, Mass.

Providence, R. I.

Philadelphia, Pa.

Chicago, Ill.

Greensboro, N. C.

Say you saw it in SOAP!

coconut oil, corn oil, cottonseed oil, and frequently a moderate amount of tallow. The above mentioned oils used with the first mentioned in greatest amount, and the last in least should produce good results if care is taken to secure neutrality. This product would be made by the cold process, and oleic acid or the fatty acids of coconut oil would be used to neutralize the excess potash that was used, and which cannot be salted out.

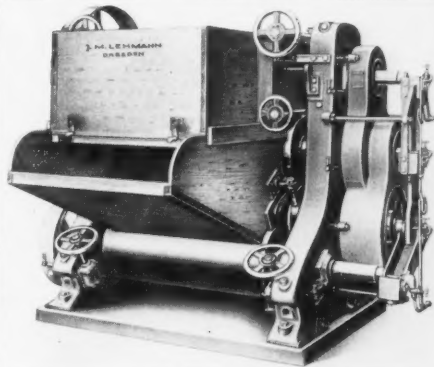
Hard auto-soaps are simply neutral soda soaps, and may be made from the same stock as the potash soaps. Palm oil gives results similar to coconut oil, but may be considered preferable for this class of soaps.

In conclusion, I would say that I believe the average manufacturer in this country is sold as to the value of research, but he sometimes thinks it is a very expensive thing, and while he would like to invest in some, he believes he is not strong enough financially. Every manufacturer carries on some research. He tries out something in the line of machinery, with sales, with advertising, but often when it comes to chemistry he lets the other fellow try it first, and then attempts to copy him. *One cannot be a leader, and at the same time a follower.* A great deal of chemical research can be done at small cost, and with great potential profit, by having analyses made of what are the most successful articles on the market, and then, by seeing the line of successful attack, improving them, or holding the quality, cheapening them. Now and again, your customer finds what he wants, say in soaps with moderately low hydrogen ion (pH) intensity, and you, by obtaining a sample of this product can easily duplicate it, and by the use of your control system can guarantee to always furnish what he wants, whereas he has not been able to secure it previously except by accident.

### 1925 Cleaning Compound Production

Cleaning and polishing preparations, produced in 1925, were valued at less than in the previous year, reaching \$34,020,384, a decrease of close to one and a half million dollars. The number of firms reporting increased one, to 299. They bought \$12,707,370 worth of raw materials, only slightly less than the amount spent in 1923. Manufacturers of blackings, stains, dressings, etc., totaling 171, reported spending \$9,733,455 for raw materials, in 1925, to make goods valued at \$25,054,969. Four more firms reported in the previous Census year, with figures slightly larger in each instance.

## High Production SOAP MILLS



**T**OILET SOAP milled on our chilled iron rolls requires only half as many millings as on stone rolls. By using chilled iron rolls you save in space and labor and your output is increased at the same time. All rolls of our mills are water cooled, so that no expensive perfumes can volatilize while the soap is milled. The perfume stays right in the soap where it ought to be.

For continuous re-milling of 250 lb. batches a removable slide divides the substantial feed box in two compartments. Two interlocking scraper knives on the top roll carry the soap either to the top compartment or, if finished, to a truck.

*Inquiries Solicited*

**J. M. LEHMANN CO., INC.**

**250 WEST BROADWAY  
NEW YORK CITY**

*Se Solicita Correspondencia en Español*

# SOAP MACHINERY

*Sensational Offerings of Soap Machinery  
in Guaranteed First-Class Working Condition*

## Dryers

Two Proctor & Schwartz Large Roll Soap Chip Dryers complete.  
Three Proctor & Schwartz Soap Chip Dryers with five Chilling Rolls.  
Proctor & Schwartz Bar Soap Dryers  
Condon & Huber Soap Chip Dryers.

## Soap Crutchers

Houchin-Aiken, Dopp & Doll Steam Jacketed Crutchers, 10000  $\pm$ , 12000  $\pm$ , 13500  $\pm$ , 15000  $\pm$ , 18000  $\pm$ , 30000  $\pm$ , 60000  $\pm$ , & 100000  $\pm$  cap.  
Crutchers for floating soaps.

## Soap Presses

Jones, Machinery Designing & Ralston Automatic Presses for toilet and laundry soap.  
Dopp, Crosby & Empire Foot Presses.  
Scouring Soap Presses.

## Grinders & Mixers

Day Jacketed Marshmallow Mixers, Pony Mixers, Talcum Powder Mixers, Ruge Mixers, Ointment Mill, etc.

Schultz-O'Neill Mills.

## Soap Cutting Tables

Houchin-Aiken Steel Automatic Table with self-spreader & extra headers.  
Wooden Tables with and without self-spreader attachments.

## Soap Slabbers

Houchin-Aiken, Curtis-Davis, Dopp & Newman's Hand and Power Slabbers.

*Send us a list of your surplus equipment — We buy single items or complete plants*

**NEWMAN TALLOW & SOAP MACHINERY CO.**

**1051-1059 WEST 35TH STREET**

**CHICAGO, ILL.**

Telephone—Boulevard 1650-1651

## Toilet Soap Mills

2, 3, 4, 5 and 6-roll Granite Toilet Soap Mills.  
Houchin-Aiken 4 and 5-roll Steel Mills.

## Plodders

Houchin-Aiken, Rutschman & Albright Nell 6", 8" & 10" Plodders.

## Soap Powder Machinery

Blanchard 10-A & 14 Soap Powder Mills.  
Broughton Soap Powder Mixers.  
Wms. Patent Crusher & Pulverizer.  
Sedberry Crusher, Grinder & Pulverizer.  
A-N 5x7 Crystallizing Rolls.

## Filter Presses

Sperry, Perrin & Shriver Cast Iron Filter Presses, 12", 18", 24", 30" & 36".  
International & Monopod Filters

## Various Other Items

Wm. Garrigue Glycerine Evaporators.  
Steel Soap Frames, 600  $\pm$ , 1000  $\pm$ , 1200  $\pm$ , 1500  $\pm$ , & 1800  $\pm$  cap.  
Automatic Soap Wrapping Machines.  
Steel, Copper & Aluminum Kettles.  
Soap Remelters, Tube Fillers.  
Filling & Weighing Machines.  
Pneumatic Scale Corp. Can Filling Machine for cleansers, etc.  
Brass Soap Dies for foot & ant. Presses.  
Soap Chippers, Scales, Motors, Amalgamators, Soap Racks, Bottle Filling & Capping Machines, Talcum Can Crimpers, etc.

## FOR IMMEDIATE LIQUIDATION

*These items must be moved  
regardless of cost*

**CRUTCHERS**—4 Houchin-Aiken Jack. Vert. 1200 to 6500 lb.

**CUTTERS AND SLABBERS**—1 Huber wood frame cross cutting table; 1 Houchin-Aiken Wood Slabber.

**DRYER**—1 Proctor Automatic Soap Chip Dryer, 1500  $\pm$  per hour, complete with chilling rolls.

1 H. A. Soap Chip Dryer, 1200  $\pm$  per hour.

**ENGINES**—6 Steam Engines, 15 to 65 H.P.

**BOILERS**—3 125 H.P. HRT.; 3 25 and 60 H.P. Fire tube

**EVAPORATOR**—1 Garrigue Glycerine 48" dia., 3 section, complete with salting out pan, pumps, etc.

**FILTER PRESSES**—8 Filter Presses, Iron, 18, 24, 30, 36 and 42 in. sq.

**FRAMES**—350, 600, 1200  $\pm$  capacity-steel sides

**STONE MILLS**—1 18"x24", 4 roll; 12"x24", 3 roll.

**MIXER**—1 Broughton, size 2, Style A, 2000  $\pm$  soap powder mixer.

**PRESSES**—2 Houchin-Aiken Foot Press; Empire State; 1 Jones Automatic, 1 Thos. Albright

300 ton Tankage Press complete with pump.

**PUMPS**—4 Worthington Duplex Steam; 9 Centrifugal and Rotary Iron.

**PLODDERS**—4 6", 8" and 10" Houchin-Aiken.

**TANKS AND KETTLES**—30 Jack. Iron Kettles, 40-2000 gals.; 20 Steel Storage Tanks, 100-12000 gals.; 10 Copper and Alum. Jack. Kettles, 10 to 200 gals.; 4 Vert. Copper Storage Tanks, 1400 gals.

**TWO SMALL COMPLETE PLANTS  
FOR SALE!**

*We are always in the market for good machinery from single items to complete plants!*

**STEIN-BRILL CORP.**

**25 CHURCH STREET**

PHONE: New York City WRITE!  
Phones—Rector 3168-9

## FOR SALE

Good Equipment at Bargain Prices

1 New Albright Well Amalgamator  
4 Chippers, 20", 24", 30".  
8 Crutchers—Dopp & H-A — Stranz — 1500  $\pm$ , 3000  $\pm$ , 3600  $\pm$

200 Soap Frames—600  $\pm$ , 1200  $\pm$ , 1500  $\pm$

2 Stone Mills—H-A, 12"x24", 3 Roll and 18"x24", 3 Roll

2 Steel Mills—H-A, 14"x36", 5 Roll

1 Blanchard Mill—10A

3 Plodders—H-A, 8" and 10"—Huber 10"

10 Foot Presses—H-A, Huber, Dopp, Emire

2 Scouring Presses—H-A

2 Power Presses—Ralston, Jones

3 Remelters—Acme 30"x12½", 2 H-A 42"x6"

1 Slabber—H-A 600"

1 Continuous Chip Dryer—Proctor & Schwartz 1500  $\pm$

1 Glycerine Evaporator—Garrigue Complete.

15 Filter Presses—12", 18", 24", 30", 36", 42".

75 Kettles and Pots—Plain, Jacketed, or Agitated 20 gals. to 2000 gals.

4 Soap Kettles—4 Kettles 50 tons each.

50 Tanks—Rectangular and Cylindrical, 50 to 14000 gals.

SEND FOR OUR LIST

SELL US YOUR IDLE EQUIPMENT

**Consolidated Products Co., Inc.**

**15 Park Row, New York City**

Say you saw it in SOAP!

## CLASSIFIED ADVERTISING

**Copies of SOAP**—The New York Public Library is missing copies of Soap, issues April, 1927, and January, 1927. These issues are not available from the publishers. If you have an extra copy, will you mail to E. H. Anderson, Director, and mention this notice. These are needed to complete their files for binding.

**Chemist**—With wide experience, seeks business opportunity. Address, "Philadelphia," Box No. 209.

**For Sale**—One small manufacturing company dust filling machine. Cost new \$4,500. Will sell for \$750.00. Suitable for cleansers insecticides, etc. Acme Oil Corp., 189 No. Clark St., Chicago, Ill.

**Soap Factory Wanted**—If you have a soap factory, or a factory in which soap can be made, containing from 30,000 to 40,000 square feet, within fifty miles of the Metropolitan district and with a railroad siding directly alongside, write to Box No. 211, SOAP.

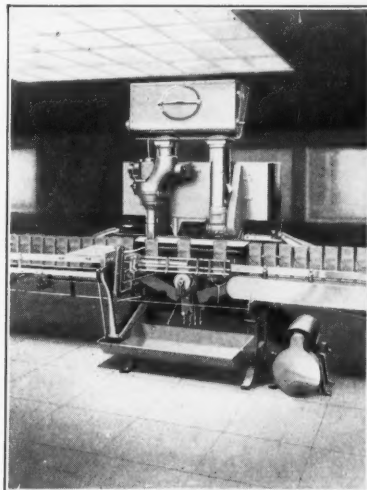
**For Sale**—One complete two-still fatty acid distillation plant. One dynamite glycerin distillation plant. Also one crude glycerin evaporator. Address Box 206, care of SOAP.

**Insecticide Plant Superintendent** desires change. Eight years experience manufacturing full line of household and agricultural insecticides. Demonstrated initiative, ability to maintain high plant efficiency, and handle labor. Developed several new products. Write Box 204, care of SOAP.

**Position Wanted**—By thoroughly experienced soap maker, making all kinds of soaps, laundry export, textiles, toilets, autos, potash base, etc. Not afraid of hard work. Box No. 208, care of SOAP.

**Soap Filler**—We offer powdered bentonite for prompt shipment. The ideal filling material for soaps, cleaning compounds, etc. Send for samples and prices. Acme Oil Corp., 189 North Clark St., Chicago.

## Do You Look at the Cost of the Scale or the Weighing?



Look at either when you use a JOHNSON Gross Weight Scale—and you save money. Lower first cost and lower packaging costs are reasons why manufacturers of free or non-free-flowing materials prefer this type of machine.

A JOHNSON Sales Engineer can help you on any packaging problem that you may have. No obligation involved by asking for this service.

May we send you further information? Write for our new free Bulletin No. 12, containing helpful data and information.

*We also manufacture complete packaging units—Net Weight Scales; Bottom and Top Sealing, and Lining Machines (with or without automatic Carton Feeders); Wax Wrappers; and Glassine Wrappers.*

**Johnson Automatic Sealer Co., Ltd.**  
Battle Creek Mich., U. S. A.

Branches: New York — London — Chicago

**JOHNSON**  
AUTOMATIC PACKAGING MACHINERY

## HIJOS DE FRANCISCO NAVARRO

35 SO. WILLIAM ST. NEW YORK

Main Office

MARIA (Almeria) - - - SPAIN

Established 1890

*Distillers of*  
**Fine Spanish Essential Oils**  
**SPIKE LAVENDER**  
**ROSEMARY**  
**THYME — SAGE**  
**PENNYROYAL**

*Prompt deliveries from New York stocks*

COMPARE QUALITY BEFORE BUYING  
*Ask Us for Samples*

# SOAP DIES

AND

# STAMPS

FOR

**FOOT AND POWER  
PRESS**

**BRASS PRINTING DIES**

**Anthony J. Fries**

717 Sycamore Street  
CINCINNATI, O.

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78

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14

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24

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Portable Mixer  
1/4 to 5 H. P.

# Hy-Speed

## PORTABLE ELECTRIC MIXERS

bottle fillers—pumps—paste mixers—filters—filter tanks—glass lined tanks, etc.

Are used daily by thousands of firms

Write for complete catalogue of liquid  
handling machines and lowest prices.



Paste Mixer  
Lowest Priced

ALSOP ENGINEERING CO., 47 W. 63rd St., N. Y. C.

## Make and Sell SHAVING CREAM

SOAPMAKERS and others manufacturing related products can profitably add shaving cream to their line through utilizing my new simplified manufacturing process. Fine quality cream can be made in from two to four hours by this new method. Formula and complete manufacturing instructions are available at low cost. Write for all of the details.

If you are already making shaving cream and want to reduce the time necessary for its production it will pay you to investigate this new process thoroughly.

Formulas for all kinds of  
toilet preparations are also  
available at moderate fees.

**HERBERT JOYCE**

130 Pearl St. - New York

## Silicates of Soda

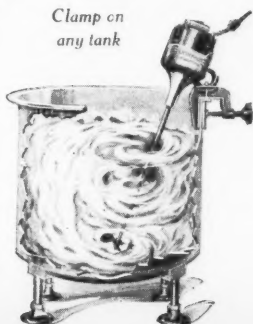
The housewife buys soap for washing value and the soap maker buys the silicate of soda that helps to increase that value.

"N" Brand, 41° silicate, is the ingredient used in laundry soaps noted for high detergency. Shipments are made in drums or tanks from Chester, Pa., Rahway, N. J., Anderson, Ind., St. Louis, Mo., Kansas City, Kans., Gardenville, N. Y.

*May we give you a  
pointer or a quotation?*

**PHILADELPHIA QUARTZ CO.**  
121 SOUTH THIRD STREET - PHILADELPHIA, PA.

Clamp on  
any tank



**WHY**

TAKE HOURS WHEN

**LIGHTNING**

PORTABLE MIXERS

Will Do It in Minutes—Mixes All Fluids, Light or Heavy  
BETTER—QUICKER—AND MORE ECONOMICALLY  
Thousands in Use in Tank Kettles, Crocks, Vats, Barrels, Jars.  
All Sizes and Speeds Up to 10 H. P.

THE WORLD'S MOST ADVANCED STEP IN FLUID MIXING

Write for catalog 39

**MIXING EQUIPMENT COMPANY, Inc.**  
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The Stokes & Smith Carton Filling and Sealing Machine produces the tightest possible printed carton—at the rate of sixty per minute.

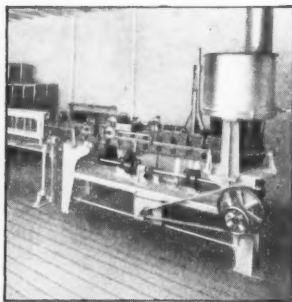
The Stokes & Smith Automatic Package Wrapping Machine produces the tightest of all packages—the tight-wrapped package with label glued all over.

Whether your chief requirement is speed, or tightness, or economy, or display value, you can meet it dependably with Stokes & Smith packaging machinery.

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London Office: 23 Goswell Road



Installation Packing Ammonia Powder



**The Leaning  
Tower of Pisa  
Leans**

### WHY? the foundation

Regardless of the foundation of your soap—no matter what the color of your stock you can make your finished soap any color you wish with a fast

#### PYLAM PURE SOAP COLOR

Send us a pound of your stock. We will color it any shade you desire. We match and make colors for soap manufacturers all over the world. Let us help you also. Our colors are fast. Our prices save you money.

#### PYLAM PRODUCTS CO.

Manufacturing Color Chemists

799 Greenwich Street, New York City

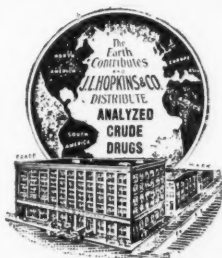
South American Representatives

Welch, Holme & Clark Co.

563 Greenwich St., N. Y. C.

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## Hopkins' Powdered Neutral White Soap

*For manufacturers of dentifrices and toilet preparations*

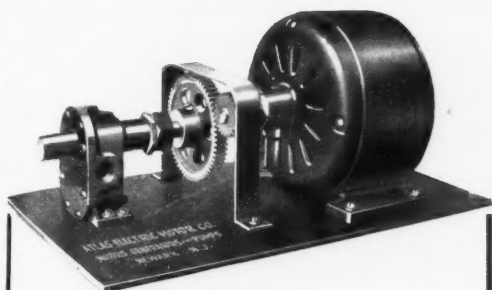
Especially adaptable for use in tooth powders and pastes, mouth washes, bath powders, shampoos, and lotions.

Neutral, non-irritant, snow white, free from a soapy flavor, is not prone to become rancid, or harden with age.

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135 WILLIAM STREET

NEW YORK



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*any liquid — anywhere!*

A sturdy portable pump, suitable for pumping any liquid heavier or lighter than water, anywhere, and built to give years of continuous service.

Now in use pumping various chemicals and chemical products, lubricating oil, hot apple jelly and other widely differing materials. It will handle about seven gallons a minute. Has a  $\frac{1}{2}$  inch inlet and outlet and is equipped with a heavy duty standard motor.

Available in either bronze or iron. Write for complete details and a descriptive circular.

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Almost every Soap Manufacturer finds use for this item. So as to obtain the best results it is imperative that only the finest material be used. We guarantee our Terpinyl Acetate to be of the highest possible Ester Content.

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*Sole Agent in United States*

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Boston, Mass.

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*Where to buy—*

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*for Soap, Disinfectant and Insecticide Manufacturers.*

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Felton Chemical Co.  
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Givaudan-Delawanna, Inc.  
E. M. Laning Co.  
Pierre Lemoine, Inc.  
Merck & Co. (Methyl Salicylate)  
Monsanto Chemical Works (Methyl Salicylate, Coumarin, Vanillin)  
Morana, Inc.  
Orbis Products Trading Co.  
Rhodia Chemical Co.  
George Silver Import Co.  
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A. M. Todd Co.  
Ungerer & Co.  
United Laboratories  
Vanillin-Fabrik  
Wangler-Budd Co.

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Electro Bleaching Gas Co.  
General Chemical Co.  
Grasselli Chemical Co.  
Hooker Electrochemical Co.  
International Salt Co.  
Mathieson Alkali Works  
Mechling Bros. Chemical Co.  
Merck & Co.  
Michigan Alkali Co.  
Monsanto Chemical Works  
Newport Chemical Works  
Niagara Alkali Co.  
Parsons & Petit  
Philadelphia Quartz Co.  
Solvay Sales Corp.  
Superfos Co.  
Vera Chemical Corp.  
Welch, Holme & Clark Co.  
Isaac Winkler & Bro. Co.

### CONSULTANTS

Herbert Joyce (Toilet Preparations)  
Samuel S. Sadtler & Sons (Soaps, Textile Specialties)

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Bemis Bros. Bag Co. (Bags)  
Continental Can Co. (Cans)  
Pressed Steel Tank Co. (Steel Drums)  
John Trageser Steam Copper Works (Steel Barrels and Pails)  
Wilson & Bennett Mfg. Co. (Steel Barrels and Pails)

### ESSENTIAL OILS AND PERFUMING COMPOUNDS

Antoine Chiris Co.  
Coupey Fils  
Cox, Aspiden & Fletcher, Inc. (Sandalwood Oil)  
P. R. Dreyer  
Felton Chemical Co.  
Fritzsche Brothers, Inc.  
Givaudan-Delawanna, Inc.  
Heine & Co.  
Parsons & Petit (Orange, Lemon and Bergamot Oils)  
E. M. Laning Co.  
Hijos de Francisco Navarro (Spanish Oils)  
Pierre Lemoine, Inc.  
Morana, Inc.  
Orbis Products Trading Co.  
George Silver Import Co.  
A. M. Todd Co.  
Ungerer & Co.  
United Laboratories  
Wangler-Budd Co.

### MACHINERY

Alsop Engineering Co. (Mixing, Filtering, Filling and Pumping)  
Atlas Machinery Co. (Pumps)  
Consolidated Products Co. (Used)  
Ferguson & Haas, Inc. (Cake and Wax Paper Wrapping)

William Garrigue & Co. (Soapmaking)  
Houchin-Aiken Co. (Soapmaking)  
Johnson Automatic Sealer Co. (Cartoning and Wax Paper Wrapping)  
Karl Kiefer Machine Co. (Liquid Filling)  
J. M. Lehmann (Soapmaking)  
Mixing Equipment Co. (Mixing)  
National Packaging Machinery Co. (Cartoning and Wax Paper Wrapping)  
Newman Tallow & Soap Machinery Co. (Used)  
Package Machinery Co. (Cake and Wax Paper Wrapping)  
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Proctor & Schwarz, Inc. (Drying)  
C. G. Sargent's Sons Corp. (Drying)  
Stein-Brill Corp. (Used)  
Stokes & Smith Co. (Tight Wrapping)  
Wurster & Sanger, Inc. (Soapmaking)

### MISCELLANEOUS EQUIPMENT

Alsop Engineering Co. (Glass Storage Tanks)  
E. C. Brown Co. (Sprayers)  
Consolidated Products Co. (Used)  
Clifton Chemical Co. (Liquid Soap Dispensers)  
Anthony J. Fries (Soap Dies)  
Jaechk Mfg. Co. (Sprayers)  
Lowell Specialty Co. (Sprayers)  
Newman Tallow & Soap Machinery Co. (Used)  
Palmer Co. (Liquid Soap Dispensers)  
Potato Implement Co. (Sprayers)  
Stein-Brill Corp. (Used)

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Acme Oil Corp. (Fillers)  
Baird & McGuire, Inc. (Cresylic Acid, Cresols, etc.)  
B. & W. Co. (Lanolin and Wool Grease)  
William Cooper & Nephews (Cresylic Acid, etc.)  
Iarco Sales Corp. (Decolorizing Carbon)  
Franks Chem. Prods. Co. (Stearates)  
Charles Fremd Laboratories (?)  
J. L. Hopkins & Co. (Pyrethrum and its products)  
Wm. E. Jordan & Bros., (Cresylic Acid, Cresols, etc.)  
King & Howe (Pyrethrum and its Products)  
McCormick & Co. (Pyrethrum and its products)  
Merck & Co. (Chlorophyll and Lanolin)  
National Pumice Stone Co. (Pumice Stone)  
John Powell & Co. (Pyrethrum and its products)  
Pylam Products Co. (Soap Colors)  
Tar Products Corp. (Tar Acid Oils)

### PRIVATE LABEL GOODS

American Soap Powder Works (Soap Powder)  
Beaver-Remmers-Graham Co. (Toilet Soap)  
Clifton Chemical Co. (Liquid Soap and Base)  
Davies-Young Soap Co. (Liquid Soap, Shampoo and Base)  
Huntington Labs., Inc. (Liquid Soaps, Disft., Etc.)  
Haag & Vince, (Pine Oil Disft.)  
W. McClellan (Disinfectants)  
Pecks Products Co. (Soaps of all kinds)  
Tar Products Co. (Disinfectants)  
Vera Chemical Corp. (Soap Powder)  
Windsor Wax Co. (Floor Wax)

### VEGETABLE OILS, TALLOW AND GREASES

Acme Oil Corp.  
African & Eastern Trading Co. (Palm and Palm Kernel Oils)  
Irving R. Boddy & Co. (Palm and Palm Kernel Oils)  
Brown-Edwards Co. (Brokers in Foreign Oils)  
T. G. Cooper & Co.  
Davidson Commission Co.  
Frey & Horgan  
Leghorn Trading Co.  
Newman Tallow & Soap Machinery Co. (Tallow)  
Parsons & Petit  
Superfos Co. (Olive Oil Foots and Olive Oil)  
C. F. Simonin's Sons  
Tunley & Co.  
Welch, Holme & Clark Co.

### WRAPPING PAPERS, LABELS, ETC.

Du Pont Cellophane Co. (Cellophane)  
Foxon Co. (Labels)  
Hamper Glazed Paper & Card Co. (Fancy Papers)  
Henderson Lithographing Co. (Labels)

Lack of space prevents listing of individual products and addresses. Refer to advertisements—page numbers in Advertisers' Index on preceding pages—for complete information.



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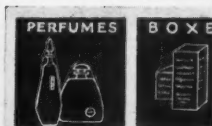
OVER a period of years, the business of UNGERER & COMPANY has shown a constant growth. Our facilities for receiving, storing and shipping essential oils on a large scale have been very materially expanded as a result of this growth in business. We interpret this as conclusive evidence of confidence in UNGERER QUALITY and UNGERER SERVICE on the part of large consumers of essential oils.

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## UNGERER & COMPANY

NEW YORK



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In this case, as in thousands of others, a wrapping of crystal-clear, 100% transparent Cellophane has given a manufacturer the means to turn old products into new—to keep them on the counter without danger of soiling—to make them sparkle with new beauty.

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